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DISTRIBUTION DAMAGE

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VOL. 53, No. 4

APRIL, 1954

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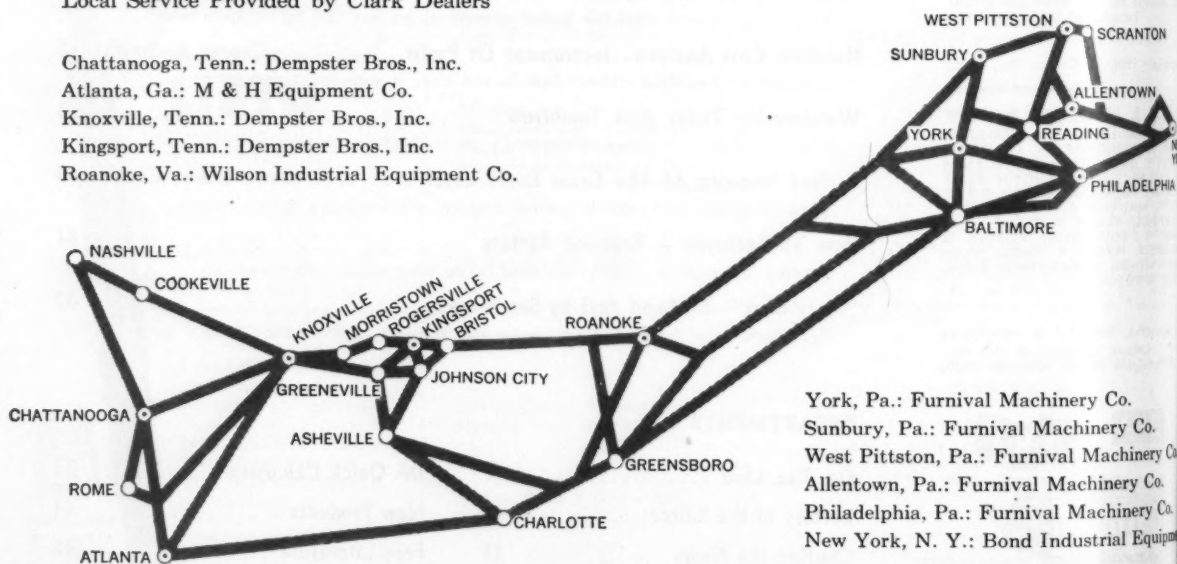


Fleet of Clarks at the home terminal, Kingsport, Tenn.

From Atlanta to New York

Local Service Provided by Clark Dealers

Chattanooga, Tenn.: Dempster Bros., Inc.
 Atlanta, Ga.: M & H Equipment Co.
 Knoxville, Tenn.: Dempster Bros., Inc.
 Kingsport, Tenn.: Dempster Bros., Inc.
 Roanoke, Va.: Wilson Industrial Equipment Co.



York, Pa.: Furnival Machinery Co.
 Sunbury, Pa.: Furnival Machinery Co.
 West Pittston, Pa.: Furnival Machinery Co.
 Allentown, Pa.: Furnival Machinery Co.
 Philadelphia, Pa.: Furnival Machinery Co.
 New York, N. Y.: Bond Industrial Equipment Co.

Philadelphia terminal: Furnival Machinery



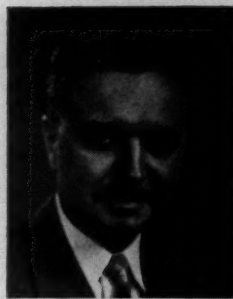
Atlanta terminal: M & H Equipment



Knoxville terminal: Dempster Bros.



On the Line—



If You Need A Hotfoot . . .

PERHAPS one of the reasons that America is such a great nation is that most of us are ever willing to give enthusiastic support to what appears to be a worthy cause.

What other nation of the world can match our March of Dimes, Red Cross, Salvation Army, Heart Fund, Cerebral Palsy and Cancer drives . . . to mention just a few?

We even go along cheerfully (albeit with tongue in cheek) with commercial groups that set aside days, weeks, or months for their special promotions. The trouble is that there are times when they go to extremes.

Recently, the national Chamber of Commerce published a booklet containing 43 pages of such special "events." It shows that the range of special days observed by otherwise sane Americans runs all the way from Old Maids' Day to Expectant Fathers' Day.

For example, in case things get dull for you during this month, you could celebrate Cottage Cheese-Cling Peach Salad Time, or National Hobby Month.

If you want to devote only a week to some such activity, you may select National Laugh Week, Let's Play Ball Week, National Noise Abatement Week, National Trimmed Dress Week, Honey for Breakfast Week, Boys and Girls Week, National Baby Week, or National Coin Week, to name but a few. (Our choice: National Leave Us Alone Week, April 1-8.)

Before this gets out of hand, there are just two points we want to make in this connection: One, the Chamber of Commerce's book contains no mention of Perfect Shipping Month. Could be that it is an omission. Could be that it is too silly to include in the list.

Point two, we think that the Traffic Manager has come of age, long ago, and does not need a Perfect Shipping Month to keep him on his toes.

Personally, if we were told that our traffic department was concentrating on a Perfect Shipping Month during April, we'd raise a bloody howl as to what the deuce it had been doing during the previous 11 months.

We believe that a professional person worthy of the responsibility of traffic management, with natural human aspirations to reach the top of his profession and position in his firm, not only will observe perfect shipping practices every month and every week, but every day of the year.

Now, to those of you who feel the need of some such special crutch, pep talk or hotfoot, we suggest that you try a PERFECT SHIPPING YEAR.

Yakkety Yak

If a man exerts himself above average only one month in a year, he does only two years' above average work in 24.

. . . He probably wonders why others get ahead faster.

. . . DIP UP? Swan song on dip comes from National Assn. of Purchasing Agents. Two hundred and twenty-five association members show, in March survey, that for the first time since last May, increases outnumber decreases for both industrial production and new orders.

. . . SHARE YOUR SHIRT? Reports from shirt capital are that inventories on men's shirts are so low that a shortage is possible.

. . . IT CAN HAPPEN HERE: So, finally, the big Investigating Committee is investigating itself.

. . . TRAFFIC MANAGER'S BLUES

I think that I shall never see
Entrenched in our economy
A rate that's low, yet not depressed
A rate the ICC has blessed
A rate approved by truck and rail
A rate nobody dares assail
A rate that barge line, steamship, air
All deem eminently fair
A rate unchanged until kingdom
come
A rate for the millenium.
But rates are checked by fools like
me
God only knows what they should
be.

—Anon.

H. V. Greene

Editor



"Trailer-Loading Time Cut in Half... WITH OUR MAGCOA PORTABLE YARD RAMP"

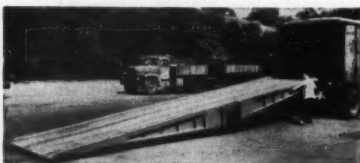
— Reports Frank Gray, Traffic Manager, Universal-Cyclops Steel Corp., Bridgeville, Pa.

"We now load 400,000 lbs. of steel products in an 8-hour shift; have released two men for other duties—direct benefits of our MAGCOA Yard Ramp," says Mr. Gray.

Universal-Cyclops Steel Corporation was one of the first to cash in on the time-money-and-manpower savings possible with the revolutionary new MAGCOA Portable Magnesium Yard Ramp that permits truck-loading and car-loading from ground level.

Here's what you'll find when you look into the MAGCOA Yard Ramp—

- One man moves it.
- Hydraulic lift helps position it.
- You get fuller use of present facilities, lift trucks and operators.
- Bridge-type construction of rugged magnesium—by magnesium fabricating specialists.



Yard Ramp features one-man positioning

- Capacities to 16,000 lbs. in five standard sizes.
- Exclusive MAGCOA quarter-round safety curbs and rounded end-castings protect workers, lift trucks and loads.
- Low cost—less than conventional stationary docks in most of U. S.
- Prompt delivery from mass-production factory.
- Enthusiastic users from Coast to Coast.

Look into all the facts! Send for literature showing how the new MAGCOA Portable Yard Ramp can speed ground-level loading for you.

At the same time, look into how MAGCOA light-weight, heavy-duty Magnesium Dockboards can speed your dock-level loading.

Use the handy coupon.



Magcoa Yard Ramps speed car-loading, too

MAGNESIUM COMPANY OF AMERICA

MATERIALS HANDLING DIV., EAST CHICAGO 3, IND. — Representatives in Principal Cities

DIVISION OFFICES:

NEW YORK 20,
30 Rockefeller Plaza
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Walker Bldg.
HOUSTON 17,
7657 Moline St.
EL SEGUNDO (Los
Angeles), California
1017 El Segundo
Boulevard

Please send ☐ Yard Ramp Literature ☐ Dockboard Facts 3

Name & Title _____

Company _____

Address _____

City—Zone—State _____

Circle No. 6 on Card, facing Page 51, for more information

LETTERS TO THE EDITOR

Retention of Records

To The Editor:

We have a problem which you may be able to answer. The problem concerns retention of records. How long should they be retained?

Since we have both frozen and canned goods stored for our account all over the country, we receive countless non-negotiable warehouse receipts as withdrawal notices and delivery tickets. There are other documents such as receiving reports and shipping tickets which accumulate. What is the practice in the industry? How many years or months do cold storage warehouses retain these records? What are the legal requirements?

Since we are reaching the point where we do not have enough space to maintain all of our records, we must figure out some alternative. Any help you may be able to give us will be greatly appreciated.

Darrald B. Harsh
Mgr., Inventory Control

C. A. Swanson & Sons
Omaha, Neb.

Generally speaking, warehouses are retaining their records for at least five years. However, it is advisable that you strictly follow the laws of your state in this respect.—Leo T. Parker, DA Legal Consultant.

Round-Up Request

TO THE EDITOR:

Your article on "Renegotiation Round-Up" by Kenneth G. Smith is very enlightening.

May we have copies of Mr. Smith's bulletins which you mention?

Carl A. Emilius

J. A. Emilius Sons'
Philadelphia, Pa.

Additional copies of Mr. Smith's current Renegotiation Bulletin are available upon request.—Ed.

Thermic Borer

TO THE EDITOR:

Can you tell me if the equipment described on Page 53 of your November issue is distributed in the United States—if so, by whom?

J. B. Wier, Jr.
Works Superintendent

Southern Cotton Oil Co.
New Orleans 9, La.

The Thermic Borer is a homemade item, engineered by personnel of the Midlands Electricity Board, Birmingham, England.—Ed.

DISTRIBUTION AGE

Chuting the NEWS

Coming Events

April 5-8—American Management Assn., 23rd National Packaging Exposition & Conference, Convention Hall, Atlantic City, N. J.

April 7—Annual Spring Luncheon, Packaging Institute, Hotel Dennis, Atlantic City, N. J.

April 7-8—Mid-West Shippers Advisory Board, Chicago, Ill.

April 7-10—Independent Movers & Warehousemen's Assn., 19th Annual Convention, Chase Hotel, St. Louis, Mo.

April 11-13—Customer Relations Council, ATA, Annual Spring Meeting, Palmer House, Chicago, Ill.

April 11-15—North American Van Lines, Inc., Los Angeles, Cal.

April 13—Annual Spring Meeting, MHI, Drake Hotel, Chicago, Ill.

April 19—Illinois Warehousemen's Assn., Chicago, Ill.

April 20-21—Fifth regular meeting of the Middlewest Shipper-Motor Carrier Conference, President Hotel, Kansas City, Mo.

April 21-22—Refrigerated Warehousing Workshop, Edgewater Beach Hotel, Chicago, Ill.

April 22—Minnesota - Northwest Warehousemen's Assn., St. Paul, Minn.

April 22-23—Wisconsin Household Goods Carriers Bureau, Stevens Point, Wis.

April 22-24—California Moving & Storage Assn., 36th Annual Convention, Palace Hotel, San Francisco, Cal.

April 25-29—AWA 63rd Annual Meeting, Boca Raton Hotel and Club, Boca Raton, Fla. NARW and TRRF annual meetings.

April 27-30—Mayflower Warehousemen's Assn., Boston, Mass.

May 5-8—Chain Store Traffic League, Annual Convention, Louisville, Ky.

May 6-7—Atlantic States Shippers Advisory Board, Atlantic City, N.J.

May 6-8—National Tank Truck Carriers, Inc., Conference of ATA, 6th Annual Convention, Cincinnati, Ohio.

May 10-12—Central Western Shippers Advisory Board, Salt Lake City, Utah.

May 18-20—Assn. of Interstate Commerce Commission Practitioners, Annual Meeting, Boston, Mass.

May 25-26—National Rivers & Harbors Congress, 41st Convention, Washington, D. C.

May 25-27—Southwest Shippers Advisory Board, Amarillo, Tex.



Floor scene of Atlantic City's famed Convention Hall, site of this year's National Packaging Exposition, sponsored by American Management Association

AMA Packaging Conference and Exposition Expected to Attract More Than 25,000

Complete packaging case-study reports by three major companies will highlight the program of the American Management Association's annual packaging conference April 5-7 in Convention Hall, Atlantic City, N. J.

More than 1,200 executives concerned with packaging, packing, and shipping are expected to attend the three-day meeting, companion event of the 23rd National Packaging Exposition, (April 5-8).

The exposition itself, which will feature displays of products and services of some 400 firms, is expected to attract more than 25,000 visitors.

Sears, Roebuck & Co. will tell how the "sell" is put into its retail packages. Monsanto Chemical Co. will outline its entire packaging operation. Kraft Foods Co. will describe its packaging research program.

Representatives of three manufacturers of industrial goods will discuss problems and solutions in

industrial packaging, and other speakers will discuss what lies ahead in packaging and where to find tomorrow's packaging executives.

—DA—

Committee to Study Pallet Standardization

Asserting that standards for handling materials are necessary to US economy and defense, representatives of the armed forces, government departments and industry voted last month to organize a committee to study and develop American standards for pallets.

Forty leaders of industry and government proposed that an American Standards Association project be initiated to undertake the standardization of nomenclature, sizes, materials and components of pallets, including samplings, inspection and test procedures.

(Please Turn Page)

Chuting the News

(Continued from Preceding Page)

MHI-AMHS Traveling Clinic in Chicago April 15; Experts to Discuss Problems in Five Categories

The third in a series of traveling clinics on materials handling problems has been scheduled by the Material Handling Institute for April 15, at the Congress Hotel, in Chicago.

The clinic is sponsored by MHI in cooperation with the Chicago Chapter, American Materials Handling Society. Chapter members have been polled to determine the most pressing problems of mate-

rials handling equipment users.

For the clinic the MHI furnishes five panels of five specialists each to consider problems in the following categories:

Replacement, repair and maintenance policies; receiving, warehousing, yard handling and shipping; in-process handling; integrating handling with plant facilities, and development of unit loads.

Freight Loss and Damage

The chart below, prepared by the Freight Claim Division of the Association of American Railroads, shows loss and damage payments, as well as number of new claims received and suspense account, for the first 11 months of 1953, as compared with the same period for 1952.

Freight Claim Account—			
1st 11 Months, 1952.....	\$ 97,708,039		
1st 11 Months, 1953.....	101,041,217 — inc.	\$ 3,333,178 + 3.4%	
12 Months ended November, 1952.....	107,228,152		
12 Months ended November, 1953.....	110,929,156 — inc.	3,701,004 + 3.5%	
New Claims from Claimants—			
1st 11 Months, 1952.....	3,263,274		
1st 11 Months, 1953.....	3,219,272 — dec.	44,002 — 1.4%	
Suspense Account			
End of November 1952.....	13,326,390		
End of November 1953.....	12,732,102 — dec.	594,288 — 4.5%	

Branch Motor Express Co. Receives Fourth Safe Shipping Award



Branch Motor Express Co. Receives for Fourth Consecutive Year the Liberty Mutual Insurance Co. Award for "Outstanding Achievement in Cargo Loss Prevention" in 1953: (L. to R.) Gerald Kachel, operations mgr., Branch Motor; William Wild, asst. supt. of maintenance; Carl Sears, division mgr., motor transportation loss prevention dept., Liberty Mutual; R. B. Barr, vice-pres., Liberty Mutual, making the award to Dan Gusaef, Branch's claim agent; Fred Cardin, Liberty Mutual; William H. Seymour, vice-pres., Liberty Mutual and mgr., loss prevention dept.; and Meyer J. Butensky, pres., Branch Motor

SIR JOHNNY AND THE DRAGON



1953 MHI Committees

C. B. Elledge, president of the Material Handling Institute, has named the following committees and committee chairmen for 1954:

MHI-AMHS Cooperation, Ed. W. McCaul, Jervis B. Webb Co.; Industry Education, D. H. Bitney, Union Steel Products Co.; Finance and Budget, Walter E. Schirmer, Clark Equipment Co.

Also, Exposition, Schirmer; Industry Service, C. H. Strauss, Ironbound Box and Lumber Co.; Industry Service (Task), James E. Borendame, Acme Steel Co.; Planning, Howard M. Palmer, Lewis-Shepard Products; AAR Coordinating, John G. Bucuss, Acme Steel Co.

—DA—

Form Claim Conference

Freight claim handling and prevention were put on an industry-organized basis in the Central States Area last month with the formation of a Central Claims Conference as a regional group affiliated with the National Freight Claim Council of the ATA.

—DA—

Florida and Wisconsin are the latest states to take retaliatory action against the State of Ohio for its Axle-Mile Law. Florida cancelled license plate reciprocity, and Wisconsin has imposed retaliatory taxation.

33rd Annual Meeting of National Furniture Warehousemen's Assn.



View of Delegates Attending Opening Session of Recent NFWA Annual Meeting, New Orleans, La., at the Jung Hotel. Warehouse economies through self-appraisal of moving, storage and accounting methods and increasing sales in 1954 were principal subjects covered by speakers at the conferences.

ATC Names Officers

Raymond P. De Groote, Luckenbach Steamship Co., has been appointed secretary, and R. P. Yellen, Norfolk and Western Railway, has been named assistant secretary and treasurer of the Associated Traffic Clubs of America. De Groote and Yellen succeed R. A. Ellison, who has resigned as secretary-treasurer.

Reduced Freight Rates

The Eastern Railroads announced March 12 that they have filed tariffs with the ICC drastically reducing rates on manufactured iron and steel articles. The new rates range from 18 to 20 per cent below existing rates. They were scheduled to become effective March 26.

Railroad Revenue Freight Car Loading

		1954	1953	1952	1951
January.....	(5 wks.)	2,967,321	3,351,041	3,561,719	3,660,523
February.....	(4 wks.)	2,461,745	2,730,301	2,911,090	2,834,472
March.....	(4 wks.)		2,801,603	2,867,583	2,998,963
April.....	(4 wks.)		2,957,088	2,912,199	3,152,196
May.....	(5 wks.)		3,883,088	3,677,596	3,977,393
June.....	(4 wks.)		3,203,942	2,806,738	3,294,766
July.....	(4 wks.)		2,963,805	2,236,068	2,993,321
August.....	(5 wks.)		4,022,382	3,682,069	4,120,219
September.....	(4 wks.)		3,153,226	3,363,834	3,311,946
October.....	(5 wks.)		4,024,439	4,156,014	4,316,505
November.....	(4 wks.)		2,796,888	3,139,489	3,138,684
December.....	(4 wks.)		2,413,396	2,671,756	2,700,094
Total.....		5,429,066	38,302,762	37,985,155	40,499,182

Inland Waterway Traffic

Senator John W. Bricker has introduced a bill to remove what he calls "present inequities with respect to the transportation of dry bulk commodities on inland waterways." The bill, an amendment to the Transportation Act of 1940, is designed to bring under ICC regulation all inland water carriers in competition with other domestic carriers.

MHI Spring Meeting

The spring meeting of the Material Handling Institute will be conducted at the Drake Hotel, Chicago, on April 13. C. B. Elledge, Institute president, will preside.

—DA—

Governor Dan Thornton, Colorado, has signed into law a bill imposing a gross ton-mile tax in the state.

Floor Truck Makers Press Standardization

Standards eventually will eliminate two-thirds of industrial wheel sizes, according to James Hanson, vice president, Fairbanks Co., and president of the Caster and Floor Truck Manufacturers' Association. Hanson spoke at a recent meeting of the group in New York.

Standardization committees reported progress on all fronts. Standardization of Industrial Wheels is moving under the chairmanship of W. J. Daugherty, Firestone Industrial Products Co.

An official standard nomenclature for casters has been completed under the chairmanship of R. J. Benson, Bassick Co., H. W. Overman, American Pulley Co., chairman of the two-wheel truck group, reported that standards in his area are ready for distribution for acceptance as an American Standard.

Other CFTMA task committees working to develop standards, and their chairmen, include: Truck-Trailers, O. T. Henkle, Jr., Mercury Mfg. Co.; Platform Trucks, K. F. Heath, Nutting Truck & Caster Co.; Skids, Clark Shepard, Lewis-Shepard Co.

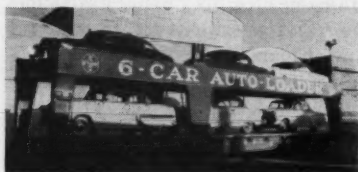
New Seaboard Hump Yard



Aerial view of the new \$8,500,000 Seaboard Air Line Railroad hump classification yard and diesel shops at Hamlet, N. C. It is expected to be in full operation by Jan. 1. The hump is at top center, and the classification yard proper is shown in the compact arrangement of tracks in the center.

Industry Items

50 Per Cent Payload Increase



New Evans Auto-Loader Holds Six Cars Instead of Four: Cars can be driven aboard from either side or end. A powered and manually operated ramp raises cars to second deck. When not in use, railroad car can be used for other types of freight

United Van Lines recently appointed two new agents: Frady's Service, Main St., Walhalla, S. C., and Joseph L. Lamento Moving & Storage Co., 1416 West St., Gloversville, N. Y.

The Charles P. Clark Memorial Award, honors the first president of the National Truck Leasing System and one of its founding members. The \$100 award will be presented annually for the next 5-year period to the college junior or senior attending a recognized four-year college or university in the United States who is majoring in business administration, economics or transportation.

The Bloomfield Steamship Co., New Orleans, La., will represent the Pacific Transport Lines, San Francisco, Cal., in the New Orleans area. Docking and pier facilities have been moved from Pier 33 on the San Francisco Embarcadero to Pier 9, to provide larger quarters with increased loading and unloading area for the Pacific Transport Lines.

Continental Can Co. is putting up a new paper container plant at Calgary, Alberta, to meet rises in demand.

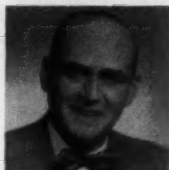
Lower Handling Costs



Two New Towveyors Handle 5,500 Tons Monthly at GSA Warehouse: Franconia, Va., warehouse carries \$5½ million inventory, 20,000 items in 1¼ million sq ft space. Two Towveyors, 8,156 ft, covering bulk area, and 1,110 ft, covering bin area, use 600 trucks, to handle \$1 million of supplies each month

MEN in the NEWS

Materials Handling



Prentice Borden, left, appointed vice-pres. and works mgr., and Joseph S. Pelles, right, appointed sales mgr., Transportation Industries, Lewis-Shepard.



John E. Stevens—appointed asst. advertising mgr., and John H. Spears—new sales engr., Chicago, Ill., Mercury Manufacturing Co.

Walter W. Walb, pres., American steel Dredge Co., Inc.—elected vice-pres., Power Crane & Shovel Assn.



Herbert F. Middleton—new Western area mgr., Acme Steel Products Div., Acme Steel Co., Los Angeles, Cal.



Robert F. Fomberg—appointed export mgr., The Rapids—Standard Co., Inc.



Donald R. Neil—new partner of Drake, Startzman, Sheahan and Barclay, distribution and materials handling consultants.

H. R. Powers—named general mgr., Koehring Co. of Calif.

Packing & Packaging

R. Thomas Hanger—appointed division mgr., Teterboro, N. J., corrugated division, Robert Gair Co., Inc.



George W. Williams, left, named manager, new combined textile and multiwall operations, Los Angeles, Cal., and Fred G. Barnet, right, named manager, Dallas, Tex., Fulton Bag and Cotton Mills.

Ernest E. Brown—elected vice-pres., National Container Corp. of Ohio, the Multiwall Bag Div. of National Container Corp.

F. H. Ludington, Jr.—elected vice-pres., Chase Bag Co.; William N. Brock—vice-pres. and general sales mgr.; A. H. Nuhn—vice-pres.; M. J. Bender—secretary.



Otto M. Miller—made general mgr., Angelus Paperbox Co. division, Gair Co., Los Angeles, Cal.

Traffic

J. Milton Connors—promoted to traffic mgr., Tide Water Associated Oil Co., western division.

A. J. Ice, Jr.,—named director of sales & traffic, Public Freight System.



Dale K. McLeod—appointed asst. traffic mgr., Lincoln Electric Co.

Paul K. Kambert—appointed traffic mgr. of Foote Mineral Co., Philadelphia, Pa.

Transportation—Air

T. W. Holmgren—named western regional sales mgr. for The Flying Tiger Line with headquarters in San Francisco, Cal.; Herbert Bornemann—new district sales mgr., Buffalo, N. Y.

—Highway



Fred Burnham, left, elected financial vice-pres., and R. E. Isaacson, right, new director of branch operations, Fruehauf Trailer Co.

B. F. Wheeler, Jr.—appointed exec. vice-pres.; Brawn Sproul—vice-pres. and general traffic mgr., Long Transportation Co.

—Rail

A. P. Kivlin, chief, Container Research and Development Laboratory, AAR Research Center, Chicago, Ill.—appointed chief engineer, AAR Freight Loading and Container Bureau.

—Water

Paul E. Parsons—appointed commercial agent, Virginia State Ports Authority.



Washington

By Karl Rannells, *Chilton Washington News Bureau*

DA

Tankers Wanted

Private shipyards, now looking for a break, would enjoy a spurt for new business if Navy plans for construction of large and speedy tankers win a congressional go-ahead. Navy is asking for authority to charter 20 modern, fast tankers. These would be built in private yards on both coasts and operated by private firms. Vessels would be of the 25,000-ton class, capable of holding a sustained speed of 18 knots.

Agricultural Warehousing

Agriculture Department isn't ready to say whether it will be necessary to again offer a guaranteed occupancy program to commercial warehouse operators. But the agency is frank to admit that it is snowed under by its storage problems with respect to grains and other crops which have been placed under price supports. It is definite, also, that special loans and other incentives will be offered farmers in hope of getting another 30 million bushels of on-farm storage capacity constructed.

Stockpiling Proposals

Stockpiling of critical materials which would be needed in an emergency for national defense is regulated by a clear-cut law. Nevertheless, attempts are being made from several directions to have non-critical commodities added to the list. For examples, some ask that the hard-hit coal industry be aided by big-scale stockpiling of anthracite, to be bought and held by the government. Some steel scrap dealers have asked for the same thing. And bills before Congress would provide for stockpiling five million bales of cotton and 500 million bushels of wheat.

Distribution Data Guide

Office of Distribution last month began a new service to business with issuance of its "Distribution Data Guide." Each issue is to include a listing, brief annotation, and comments on use for each important government and private publication received by the OD and added to its library. Copies of the guide will be sent to anyone engaged in the distribution industries on request to the Office of Distribution, Commerce Department, Washington.

Service Charges

Opposition was rapidly mounting last month against the proposed charges which the ICC planned to assess common carriers for various services and proceedings. It is estimated that as it stood last month the cost to carriers would run about \$1.8 million a year. As tentatively suggested by ICC, fees would range from \$50 to a top charge of \$1,000 for motor carriers and \$5,000 for railroads.

No Relief From Excises

Motor freight operators won't be in line for any direct benefits from congressional revision of excise tax rates. Present rates on new trucks, trailers, parts and accessories were to be continued for another year, until April 1, 1955. A big reason for no relief was said to be that motor vehicle manufacturers made no real effort to get the excises reduced. Likewise, it looked late last month as if the 3 per cent tax on transportation of property would be continued another year.

Federal Road Aid

Way had been cleared last month for passage of legislation which would boost the federal contribution to highway construction to \$800 million annually for two years, beginning July 1, 1955. This boost was contingent, however, on retention of the federal gasoline tax rate at 2 cents. Should the tax revert to 1½ cents, or otherwise be lowered, the law would limit federal aid for roads to \$600 million a year.

Terminals Inadequate

Expansion goals have been continued for airport facilities, motor truck terminals and repair shops, and port facilities. Office of Defense Mobilization will consider applications for fast tax amortization certificates on such projects in cases where construction can be started this year. It will be necessary, however, for such applicants to show a tie-in of the expansion plans with defense needs.

Quick-rate Legislation

Action on the so-called time-lag bill (S.1461) was slated to be taken by the Senate in late March or early April. Favorably reported by a committee last year, it is designed to speed up ICC action in rate cases, requiring a tentative decision within 60 days and final action within 120 days. It was expected that a House committee would start work on the bill immediately if passed by the Senate.

Capital Trends

In spite of large-scale transmission lines, there is still a shortage of natural gas pipelines. During the calendar year 1953, construction of more than 6800 miles of new line was authorized by the Federal Power Commission. Cost is estimated over \$725 million.

... Congress may step in and demand that the government reduce some of its transport operations which are in competition with private business—such as operation of moving vans and truck tankers.

... American railroads operated at a new high in efficiency during 1953 . . . More tons of freight per

(Please Turn to Page 62)

*if it weren't
for scales...*

Think of the confusion!
Commerce would be baffling . . . like working blindfolded.
How to barter the world's goods? How to establish the proper
ratio for product ingredients? How to facilitate shipping?
It's important to choose scales carefully. Fairbanks-Morse
is the oldest and most respected name in scales—choose *your*
scale from the broad Fairbanks-Morse line.
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Circle No. 13 on Card, facing Page 51, for more information

DISTRIBUTION AGE

Dirty Car Responsibility



APRIL, 1954
Vol. 53, No. 4



A RECENT D. A. Clearing House Survey has shed more light on how industrial traffic managers feel about whose responsibility it is to clean rail freight cars.

The survey returns on this specific question fall into three groups. The largest group feels that it is the combined responsibility of both the carrier and the consignee. Percentwise, this group comprises 37.9 of the total.

The next largest group, 36.2 per cent, feels that it is the railroads' job to clean cars.

The third group, 25.9 per cent, is of the opinion that cleaning cars is the consignee's duty.

Shippers' Suggestions

The survey is developing in detail the extent of the dirty car problem. Classification and compilation of the data still is in process.

However, certain information pertinent to the responsibility question, outlined above, is available. Included are suggestions by industrial traffic managers for remedying the dirty car problem.

It may come as a surprise that, while industrial traffic managers feel that the principal responsibility for keeping cars clean is not theirs, they indicate a willingness to cooperate with carriers.

For example, 40 per cent of the traffic managers indicate that they should, either by pressure or voluntarily, do a better job of cleaning cars before they release them.

The following remark is typical of traffic men who believe that car cleaning should be a voluntary operation:

"Dunnage, etc., is for the pro-

Shippers divided on dirty car responsibility

with a majority favoring cooperative action

tection of consignee's shipment. Therefore, he should unload everything and clean car."

However, those who advocate voluntary acceptance of responsibility are in the minority. The majority feel that they and their colleagues require pressure or education. They suggest:

"Railroads should mark freight bill requesting cleaning before returning the empties."

"Railroads should conduct a continuous educational program pointing out consignee's responsibility to clean cars completely before releasing them."

Some traffic men even advocate charges when cars are returned to a railroad in a dirty condition. Expressions typical of this group are:

"Charge \$1 if car is not cleaned by consignee, and allow \$1 if car is cleaned."

"Demurrage should apply until car is cleaned."

Another minority even advocates such drastic measures as:

"Fire the offenders and see that the railroads report them."

Another 40 per cent of the suggestions for remedying the dirty car problem points directly to the railroads. These are typical:

"Motor carriers don't ask us to clean their trucks, steamship lines don't expect us to clean out their holds, the airlines don't gripe about dirty planes, why should the railroads demand car cleaning."

"Railroads should supply personnel for proper car cleaning."

"Rented property should be cleaned by the owners."

Surprisingly, only 17.5 per cent of the suggestions embrace cooperative action. This contrasts inversely with the 37.9 per cent of the replies stating that clean cars are the combined responsibility of both the carrier and consignee.

A representative comment of this group is:

"If the railroads are genuinely interested in the car cleaning program, they must set up a means of reporting all dirty cars without fear or favor. The present method of trying to cover up released dirty cars for fear of retaliation by shippers, if reported, must not continue if the carriers expect support from advisory board Car Efficiency Committees.

"It is the writer's opinion that the railroad should decide whether the shippers are to clean cars in every case; either at their own or railroad expense, to be charged back to the shipper, or they should forget about this phase of car efficiency work and undertake to clean all cars at their expense.

"The reporting of the released dirty cars could be readily handled through the Western Weighing & Inspection Bureau, or some such agency of the carriers."

The remaining suggestions, 2.5 per cent, recommended legislative action to enforce clean cars. *



Flames, which originated in the paint shop, gutted this Manchester, N. H., garage and warehouse last year



By J. T. W. Babcock

*Assistant Chief Engineer
Factory Insurance Association*

Accent on utilization of cube space, use of powered industrial trucks, and palletization have increased warehouse efficiency — but also have increased fire risks, necessitating more caution

Stockpiling For

A REVIEW of warehouse fire losses in 1952 showed \$30,151,000 in 44 large fires. This is an average of nearly \$¾ million a fire.

This is by far the largest average loss per fire in any class of industry. One uniform feature in the list of warehouse fires is that the entire building, or area where the fire originated, usually is a total loss.

Recommended Areas

Newest regulations recommend fire areas from 5,000 sq ft for an unsprinklered frame building, and up to 40,000 sq ft for a sprinklered or unsprinklered fire-resistive building. Ceiling heights up to 22 ft are permitted for one-story buildings, and 15 ft for multi-story buildings.

Efficiency of warehousing operations depends on



Four firemen were killed fighting this Chicago warehouse fire a few years ago. Blaze was believed to have been started by naptha explosion

Destruction

many features, probably the most important of which is utilization of maximum cubic volume. It would therefore appear that the regulations should be more specific as to the maximum cubic volume permitted in a fire area.

It has been difficult to get a warehouseman to realize that with safe proper piling of stocks, only about 60 to 75 per cent of the

total floor area is usable. Generally, they are extremely jealous of the space they "waste" in aisles.

The development of the fork-lift industrial truck has been of great value to warehousemen in maintaining this high level of storage. It also has reduced his handling costs between 40 and 60 per cent. All of these important facts have increased the fire hazard.

From the warehouseman's point of view, the ideal plant is an unbroken one-story building, or in some cases, a two-story building where the gradual sloping ramp can be used as a means of access.

From the fire loss point of view, the one-story warehouse is also ideal up to a certain size; but the unbroken large area has serious objections.

The use of industrial trucks almost is a necessity today in meeting competitive warehouse costs. Yet, probably the fork truck has been an indirect cause of the high fire losses in warehouses because of the comparative ease with which materials can be piled to heights of 25 to 30 ft.

The use of wood boxes, pallets, dunnage and crates, so necessary for use with the fork truck, prepares a pile of stored goods with just the right air space and passages to permit rapid and maximum temperature fires to consume the material in the shortest time. At the same time this material obscures the seat of the fire from the automatic sprinkler or fireman's hose stream.

We now are confronted with a new and unknown fire exposure to warehouse storage in the liquefied petroleum industrial tractor. There is a hazard of self-filling of liquefied petroleum gas cylinders on an industrial truck. The danger of accidentally overfilling or storing leaking fuel system trucks inside a warehouse offers unlimited attractions for fire destruction.

Careful Planning

Storage in a warehouse must be carefully planned not only to permit the most direct flow of merchandise from receiving to storage, and from storage to shipping, but to make all storage accessible at all times and the area accessible in case of emergency.

Utilities should be located in the least desirable storage areas and the shops located so as not to interfere with the flow of merchandise.

It is probably inevitable that for many types of warehousing, the
(Please Turn to Page 58)

Editor's Note: Mr. Babcock's remarks are excerpted from an address before the 57th Annual Meeting of the National Fire Protection Association. As an assistant chief engineer of the Factory Insurance Association, the author is familiar with fire protection and losses in all phases of the warehousing industry, including private and public, and general merchandise, household goods, and refrigerated. His remarks are offered here for objective analysis by warehousemen and warehouse customers, and by private warehouse operators.



Above: Poorly packed cardboard cartons should not have been accepted by the motor carrier

Left: Reels on records, loose metal items mixed with cartons, precarious piling—how not to do it

Loss and Damage:

Claims Statistics—Heart of

National Freight Claim Council's semi-annual report on loss and damage claims in trucking industry shows improvement, but points up seriousness of situation

Table B—Freight Claims Ratios —
Class I Motor Carriers

	1943	1944	1945	1946	1947	1948	1949	1950	1951	1952
UNITED STATES.....	2.23	2.48	2.46	2.27	2.31	2.19	1.99	1.77	1.85	1.78
NEW ENGLAND.....	1.74	2.10	2.08	1.97	1.78	1.94	1.73	1.63	1.52	1.52
MIDDLE ATLANTIC....	1.67	2.09	2.00	1.83	1.99	2.01	1.89	1.61	1.70	1.62
CENTRAL.....	1.99	2.20	2.25	2.00	2.23	2.04	1.79	1.70	1.81	1.65
SOUTHERN.....	2.72	3.11	2.95	2.58	2.60	2.58	2.38	1.99	2.04	2.06
NORTHWESTERN.....	2.06	2.14	2.15	2.34	2.45	2.42	2.16	1.93	1.92	1.92
MID-WESTERN.....	2.08	2.44	2.43	2.50	2.77	2.81	2.31	2.13	2.22	2.43
SOUTHWESTERN.....	2.69	4.04	4.34	3.62	3.19	3.10	2.73	2.62	2.56	2.43
ROCKY MOUNTAIN....	2.28	1.98	1.87	2.33	2.50	2.03	2.48	1.43	1.52	1.80
PACIFIC.....	1.82	2.26	2.31	2.27	2.12	1.92	1.61	1.29	1.49	1.38

Left: Claims ratios of Class I Common Carriers. Shows cargo insurance and loss and damage by per cent of revenue

Below: Breakdown by causes over 6½-year period shows poor handling and shortages as most serious threats

Table C—Breakdown By Causes, In Percentages

CAUSES	1947	1948	1949	1950	1951	1952	1/2 1953
A. SHORTAGE.....	36.17	30.84	27.46	25.25	29.68	27.73	31.61
B. THEFTS.....	5.47	4.64	3.95	3.10	3.15	5.11	4.17
C. HANDLING.....	28.38	31.69	35.95	35.15	35.70	35.12	31.73
D. CONCEALED.....	13.55	15.07	20.99	21.07	17.56	17.38	16.78
E. DELAY.....	1.17	.78	.81	1.20	0.95	1.22	0.94
F. EQUIPMENT.....	3.33	3.10	3.42	3.82	4.16	3.78	5.16
G. WRECK, FIRE.....	11.93	13.88	7.42	10.41	8.80	9.66	9.71
TOTAL.....	100.00	100.00	100.00	100.00	100.00	100.00	100.00



Shifting pipe, which damaged carton, should have been more securely braced

Table A—Loss and Damage Statement for First Half of 1953

CAUSE SYMBOLS	COMMODITIES	A B C D E F G									
		Per Cent	Total Dollars	Shortage	Theft and Pilferage	Improper Handling, Unloading or Stowing	Concealed Damage	Delay	Defective Equipment	Wreck or Fire	
	ALCOHOLIC BEVERAGES	1.36	60,216	15,900	8,789	16,389	4,084	49	944	14,958	
	AUTO PARTS	6.97	332,300	100,451	8,015	96,972	26,175	249	4,433	48,005	
	BOOTS, SHOES	1.29	61,352	40,251	3,023	5,971	681	2,831	2,816	5,879	
	BUILDING MATERIAL	2.38	113,529	23,509	202	62,315	22,501	1,197	1,808	1,997	
	CANNED FOODS, GROCERIES	6.05	288,318	44,594	3,713	133,353	10,749	3,641	13,126	10,192	
	CLOTHING, DRY GOODS	17.55	835,291	387,297	115,488	128,121	31,126	13,196	107,193	52,870	
	CONFECTIONERY	2.53	120,868	41,101	2,988	48,856	6,587	3,459	13,451	4,426	
	CROCKERY	1.53	73,077	9,414	558	18,372	41,987	46	710	1,987	
	DRUGS, SUNDRIES	3.10	148,000	55,387	4,172	61,434	13,612	1,417	5,812	6,206	
	APPLIANCES	4.02	191,996	59,287	7,619	46,797	55,129	215	6,284	16,665	
	FURNITURE	4.57	218,022	30,158	558	79,670	109,612	330	345	7,349	
	GLASS, MIRRORS	2.04	97,066	5,738	380	41,858	42,836	226	136	6,502	
	HOUSEHOLD GOODS	1.18	56,046	18,155	966	19,553	12,702	550	1,593	2,527	
	IRON, STEEL ITEMS	5.94	283,400	107,997	1,537	79,906	33,877	981	15,150	43,979	
	MACHINERY	6.16	293,550	71,680	5,305	109,514	52,787	2,295	3,241	48,628	
	MEATS	0.91	43,653	6,925	424	10,291	1,008	2,181	3,993	19,721	
	PAINT, VARNISH	1.36	88,640	21,575	168	52,978	5,636	280	1,061	6,942	
	PAPER PRODUCTS	2.84	135,326	50,144	887	40,421	6,174	1,745	13,835	22,140	
	PLUMBING SUPPLIES	2.18	103,914	19,975	851	41,061	36,354	21	1,516	4,156	
	RADIOS	3.82	182,224	30,173	3,487	40,779	29,840	171	869	6,642	
	REFRIGERATORS	2.10	100,089	5,412	3	40,135	47,335	83	30	7,091	
	FLOOR COVERING	1.68	80,350	12,230	572	46,752	16,225	922	1,272	2,277	
	STOVES, FURNACES	2.05	97,550	1,790	306	39,569	35,615	12	61	5,296	
	TOBACCO ITEMS	1.53	72,480	24,226	12,058	14,131	1,525	180	18,421	2,239	
	TOYS, SPORTING GOODS	1.41	67,396	30,038	4,812	9,762	7,217	422	791	14,354	
	MISCELLANEOUS	13.09	624,307	199,668	12,179	209,106	79,018	3,543	27,717	83,076	
	TOTALS	100%	4,768,960	1,507,948	196,781	1,813,377	800,192	40,254	245,904	463,294	
	Per Cent	100.0	100.0%	31.61	4.17	37.73	16.78	0.84	5.16	9.71	

Time Factor in Claim Settlement of 101 Carriers.

Number of Claims Received	169,630	
Number of Claims Settled in	30 Days	130,508 (71.04%)
Number of Claims Settled in	30-90 Days	33,512 (19.79%)
Number of Claims Settled in	Over 90 Days	15,610 (9.20%)

Loss & Damage Claims

Less Salvage

Net Payment

Gross Revenue for Same Period: \$303,816,422

\$4,768,960

\$1,110,666

\$3,658,294

Ratio 1.20%

Table for first half of 1953 gives dollars and cents breakdown. Footnote indicates that percentage of claims settled within 30 days is increasing

Prevention

ment has been made in recent years, the figures also point up with great clarity the complete and useless waste through loss and damage.

According to John M. Miller, executive secretary of the Claim Council and a noted expert on loss and damage, the job of promoting loss and damage prevention among carriers and shippers is principally one of education.

(Please Turn to Page 43)

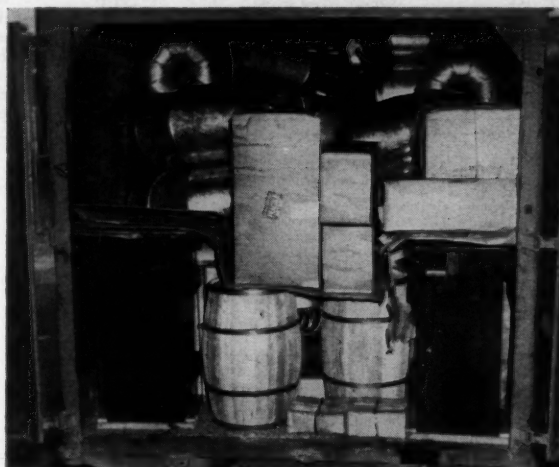
Right: As would be expected, the most expensive and delicate articles show highest loss—emphasizing need for care

Below: Although figures for first half of 1953 indicate slight increase in claims ratio, ATA expects full year decline

Table D—Comparison of Claims, Payments, etc.

	1951	1952	1/2 1953
No. Carriers Reporting	89	93	101
No. of Claims Received	314,539	303,684	169,630
Amount of Claims Paid (Gross)	\$7,507,042	\$7,740,750	\$4,768,960
Amount of Salvage Credit	\$1,670,973	\$1,953,116	\$1,110,666
Claim Payments (Salvage Deducted)	\$5,836,069	\$5,787,634	\$3,658,294
Gross Revenue of Reporting Carriers	\$428,440,188	\$490,841,077	\$303,816,422
Ratio of Claim Payments to Revenue	1.32	1.18	1.20

The above information is based entirely on semi-annual reports made by Council members to A. T. A.



Inadequate protection of delicate machinery, poor stowage of galvanized pipe, position of fragile carton—invite claims

Table D—Comparison of Claims, Payments, etc.

	1948	1949	1950	1951	1952	1/2 1953	Chief Cause
ALCOHOLIC BEVERAGES	1.46	1.32	1.29	1.55	1.89	1.26	C,A,G
AUTO PARTS	8.00	7.20	6.35	6.31	6.48	6.97	A,C,G
BOOTS, SHOES	1.48	1.29	1.01	1.12	1.12	1.29	A,G,C
BUILDING MATERIAL	1.93	2.17	2.61	2.54	2.65	2.38	C,A,G
CANNED FOODS, GROCERIES	6.37	7.38	7.77	7.40	7.80	6.05	C,A,G
CLOTHING, DRY GOODS	11.47	8.71	8.88	12.87	13.76	17.52	A,C,G
CONFECTIONERY	3.82	3.62	3.38	3.26	3.00	2.53	C,A,F
CROCKERY	1.17	4.11	1.82	2.25	1.93	1.53	D,C,A
DRUGS, SUNDRIES	3.58	3.52	3.67	4.28	4.14	3.10	C,A,G
APPLIANCES	4.14	4.49	4.87	4.24	3.92	4.02	A,D,C
FURNITURE	3.87	4.62	5.22	4.52	4.34	4.57	D,C,A
GLASS, MIRRORS	2.05	2.51	2.45	2.31	2.86	2.04	D,C,G
HOUSEHOLD GOODS98	1.07	1.38	1.22	1.33	1.18	C,A,D
IRON, STEEL ITEMS	7.03	6.40	6.31	5.35	5.73	5.94	A,C,G
MACHINERY	5.49	4.89	5.39	5.57	6.60	6.16	C,A,G
MEATS82	.70	1.00	.91	1.11	0.91	G,C,A
PAINTS, VARNISHES	2.51	2.16	2.18	2.42	2.16	1.86	C,A,G
PAPER PRODUCTS	2.45	2.74	2.77	2.66	2.82	2.84	A,C,G
PLUMBING SUPPLIES	3.52	2.95	3.43	2.82	2.11	2.18	C,D,A
RADIOS	3.09	2.92	3.37	3.15	3.32	3.82	D,C,A
REFRIGERATORS	1.86	3.21	3.38	2.45	2.85	2.10	D,C,G
FLOOR COVERING	1.47	2.01	2.10	1.84	1.83	1.68	C,D,A
STOVES, FURNACES	4.19	4.29	3.59	2.94	2.35	2.05	C,D,A
TOBACCO ITEMS	2.77	2.49	2.33	1.94	2.08	1.62	A,F,C
TOYS, SPORTING GOODS	1.72	1.24	1.24	1.34	1.89	1.41	A,G,C
MISCELLANEOUS	12.96	11.88	12.21	12.74	12.24	13.09	C,A,G
TOTALS	100.00	100.00	100.00	100.00	100.00	100.00	

A—Shortage. B—Theft and Pilferage. C—Improper Handling, Loading or Stowing. D—Concealed Damage. E—Delay. F—Defective Equipment. G—Wreck or Fire.

NATIONAL ICE AND COLD STORAGE COMPANY OF CALIFORNIA

PLANT NO. LOCATION LOADING MANIFEST-CAR NO. DATE

REAR END OF CAR

DESCRIPTION OF COMMODITY

1

LOADING CHECKED BY

LOADING APPROVED BY

CAR COPY

WEEKLY COLD STORAGE REPORT

COMMODITY

DATE

PLANT NO.

LOCATION

LOADING MANIFEST-CAR NO.

DATE

REAR END OF CAR

DESCRIPTION OF COMMODITY

1

LOADING CHECKED BY

LOADING APPROVED BY

CAR COPY

EQUIPMENT REPAIR RECORD

DATE

DESCRIPTION OF REPAIR

1

LOADING CHECKED BY

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CAR COPY

In order to keep operational costs at a minimum, the National Ice and Cold Storage Co. of California keeps a constant check on its expenses, equipment, work schedule and allied activities. Some of the forms used in this program are reproduced on these pages. Fig. 1 is a simple Loading Manifest which includes all of the necessary details and would be applicable to almost any operation. Fig. 2 shows daily distribution on man-hours in weekly periods. It gives the total daily and weekly hours spent on each of ten operations. Fig. 3 illustrates a principle often overlooked

Cost Cutting In Refrigerated



By M. W. Young

Mr. Young is a vice president of NARW and operating executive of the National Ice and Cold Storage Co. of California.

Cost cutting and maintaining an efficient operation is a perpetual job — it involves constant altering and revamping techniques and methods to meet immediate situations

CUTTING costs in the refrigerated warehouse business is a perpetual task. To obtain results, you've got to keep plugging, altering and revamping cost-cutting techniques and methods to

meet all the immediate situations.

The number of years that a firm may be in business does not necessarily assure its efficiency in carrying out the many phases necessary for efficient operation.

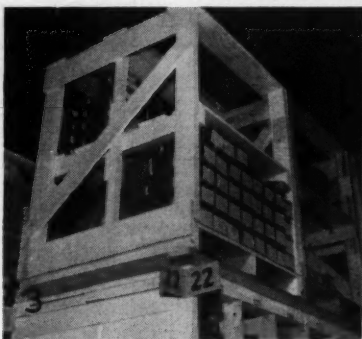


1. Tire pallet has a wooden base and adjustable supports

2. Cylinder pallet eliminated manual vertical stacking

3. Bin pallet utilizes vital space above bin storage units

4. Box pallet, 40 x 48 in., has standard flat pallet as base



PALLETS—

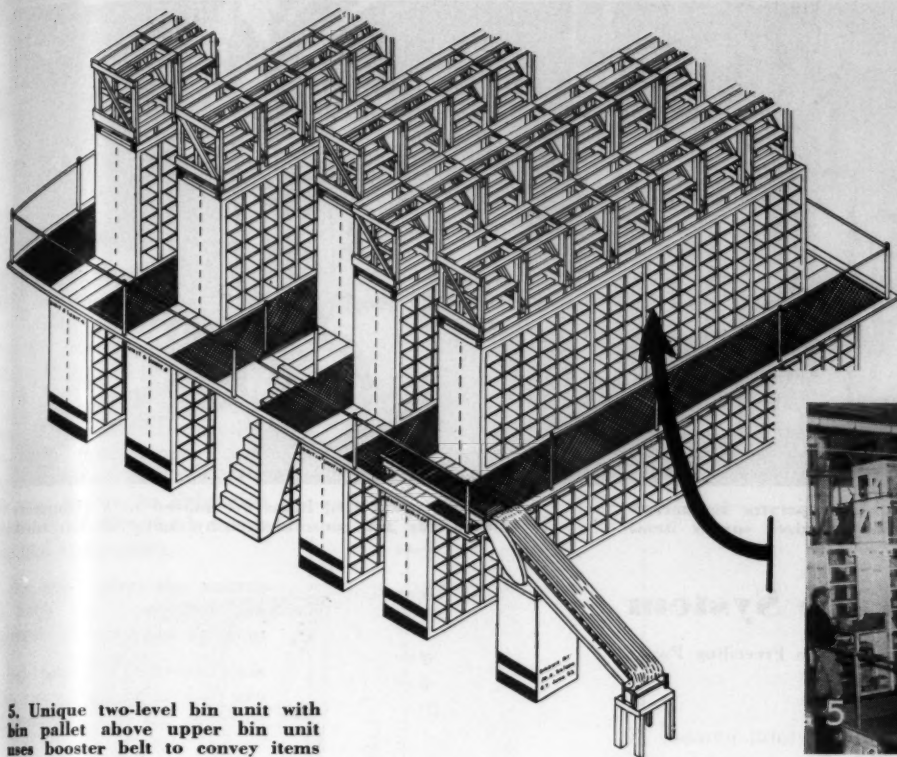
Key to Kelly Storage System



6. Supplies of all types, sizes and shapes arrive at Receiving Area on flat pallets and placed on double conveyor lines

7. Palletized supplies to be conveyed some distance from the Receiving Area are handled on 4 x 10-ft tractor-drawn trailers





5. Unique two-level bin unit with bin pallet above upper bin unit uses booster belt to convey items



One million pallets are used by this huge supply base to stock over 450,000 different items, annually handle over 600,000 tons of supplies

8. New conveyORIZED trailers eliminated need of fork-lift for unloading supplies in warehouses, increased delivery capacity of trailer trains



THE MAMMOTH storage operations at Kelly Air Force Base, San Antonio, Tex., utilize approximately one million pallets to stock over 450,000 different items and annually handle over 600,000 tons and 5,160,000 separate parts and supplies.

A daily working stock of approximately 5,000 pallets facilitates movement of this vast flow of materials in receiving, shipping and transferring to maintenance shops and back to storage.

Three Types Used

Kelly uses three types of pallets—standard, box, and bin—which fulfill practically all their storage requirements.

The standard size pallet measures 40 x 48 in. It is used for both inside and outside storage of general supplies in all areas of the huge supply base—largest in the world. This standard size is also used for all types of equipment, except such heavy and bulky items as vehicle and aircraft casings and mattresses.

(Please Turn Page)



9. A 2,000-lb capacity fork-lift operates in narrow area in warehouse to handle palletized supply items



10. Bulky palletized items are moved to a temporary storage bay for consolidation by 4,000 lb lift truck

...Kelly Storage System

(Continued from Preceding Page)

Only about 5 per cent of the total number of pallets are not standard size. These special types and sizes are used only where the quantities of stocks are large enough and remain in storage for sufficient time to amortize their cost.

Box pallets, the second type used, have been adopted as the basic storage unit, both as the primary, singular container as well as assembled in a collective unit. It has proved to be a flexible type of storage unit, costing less in the initial construction than conventional bin units.

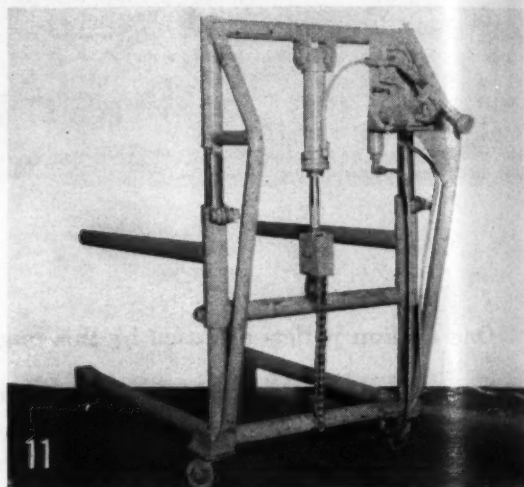
The standard 40 x 48-in. flat pallet is used as a base for the box pallet. Frequently, a middle shelf is inserted to permit additional storage when quantity of stock is not sufficient to fill the entire box pallet. Vertical dividers provide another method to fully utilize the box pallet.

Secondary Storage Unit

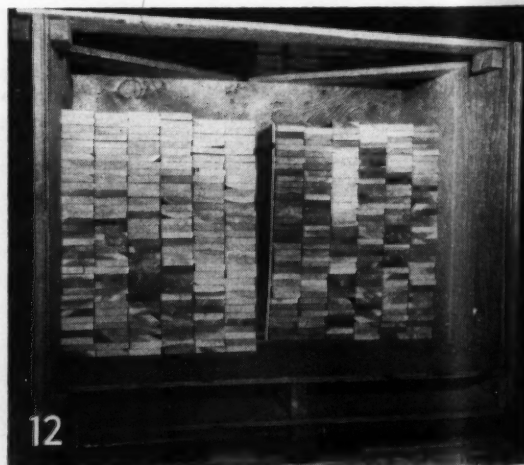
Small items of small quantities are removed from pallets and placed in bins that form the secondary type of storage unit. These bin units are constructed on both one-level and two-levels. Each unit is double faced, making the depth of each bin opening 18 in. Adjustable horizontal and vertical dividers in the bins accommodate the varied sizes.

(Please Turn to Page 56)

Editor's Note: This is the concluding article on Kelly Air Force Base. Two excellent manuals, MATERIALS HANDLING EQUIPMENT MANUAL and WAREHOUSING & MATERIAL HANDLING, illustrating with photographs and drawings additional warehousing and materials handling methods at Kelly are available free to DA readers. Address request to: Ed H. Hill, Civilian Chief, Material Facilities Div., Supply & Services, San Antonio Air Material Area, Kelly Air Force Base, San Antonio, Tex.



11. Kelly designed pallet lift is raised and lowered by hydraulic mechanism operated by hand lever, right



12. Shook pallet holds pre-cut lumber sized for construction of Kelly pallets, boxes, special containers

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QUICK CALCULATOR for materials handling

Handy Chart for Figuring Amount of Bulk Materials in Conical Piles— in Cubic Yards, Feet, Bushels, Tons

By W. F. Schaphorst

BY USE of the chart at right it becomes a comparatively easy thing to determine the contents of bulk commodities stored in conical piles.

By approximating the contents of piles of such materials as sand, gravel, coal, corn, grain, fertilizer, and dirt—it is an easy matter to determine materials handling work schedules and assignments.

The chart gives the volume in cubic yards without the necessity of longhand figuring.

The example illustrated tells how many cubic yards in a pile of coal diameter (D) of which is 100 ft. and height (H) of which is 10 ft.

A line is run from 100 in Column A (diameter) to 10 in Column C (height). The point of intersection with Column B shows the answer to be slightly less than 1,000 cu yd.

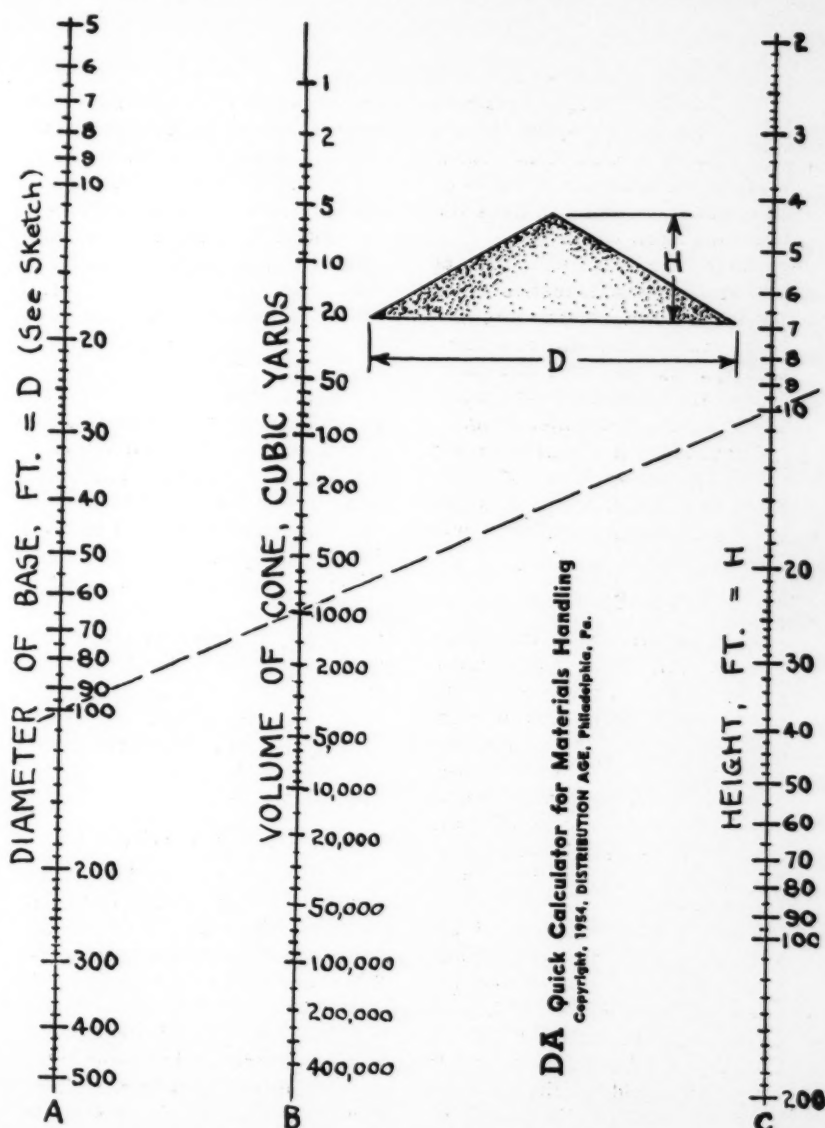
To determine the answer in cubic feet, multiply the total by 27. The answer can be found in bushels by multiplying by 21.7.

In the case of coal, anthracite or bituminous, the answer can be found in tons by multiplying the result in Column B by 0.71.

The chart is broad enough in range to accommodate most handling problems—with diameters from 5 to 500 ft and heights from 2 to 20 ft.

For greater diameters and heights the user can get the answer by adding digits. The basic rule is: For every zero added to Column A, add two zeroes to the answer in Column B. For every zero added in Column C, add one zero to the answer in Column B.

The next Quick Calculator will appear in the June issue of *Distribution*.



AWA Chooses Florida As Annual Convention Site

Boca Raton Hotel to be scene of 63rd Annual Meeting April 25-29

**Senator George Smathers, George S. Jones, Thurman Sensing listed
among principal speakers. Panel and group discussions scheduled**

SENATOR George Smathers (D-Fla.) will speak at the opening session of the American Warehousemen's Association 63rd Annual Meeting in Boca Raton, Fla., April 25-29.

Other speakers will include George S. Jones, executive director of the Air Conditioning and Refrigeration Institute, and Thurman Sensing, executive vice president of the Southern States Industrial Council, Nashville, Tenn.

Announcement of speakers and other convention highlights was made this month by W. F. Long, AWA general president, who will preside over the activities.

The Speakers

Since his election to the Senate in November, 1950, Senator Smathers has built a reputation as one of the most active men in Congress. He is a member of the Senate Interstate and Foreign Commerce Committee, the Senate Small Business Committee, the Democratic Review Committee and the Interior and Insular Affairs Committee.

Jones, a past president of the National Sales Executive Club and long considered one of the nation's leading salesmen, will speak at the All-Industry First Timer's Breakfast on April 27. Sensing is scheduled to address the Farewell Luncheon April 29. He was one of

the organizers of the Southern Association of College and University Business Officers.

Convention Chairman John Mercer, president of Mercer-Fussell Co., Miami, Fla., reported 600 reservations received as of March 10, indicating that this year's event will be the largest ever conducted.

Joint Meeting

Meeting jointly will be AWA's two divisions, the Merchandise Division, and the National Association of Refrigerated Warehousemen. NARW will conduct two sessions in conjunction with the Refrigeration Research Foundation.

Food Irradiation and Jet-Air Freezing will be the subjects of the two special sessions. Dr. Bernard E. Proctor, of the Massachusetts Institute of Technology, will speak on irradiation. Edward Simons, of San Francisco, Cal., will discuss the new jet-air freezing process.

Quality Service

Vice President and Committee Chairman Ray King has announced that the Merchandise Division program theme will be "Quality Service Our Challenge."

The program will stress latest developments in industry public relations, warehousing documentation and office procedure, maintenance and housekeeping, materials

handling, employee relations and safety, and sales.

Additional features include a panel presentation of the upcoming warehouse generation's questions entitled "I Want An Answer," plus a court room scene to illustrate some basic points of the warehouseman's legal liability through presentation of actual court cases.

Panel topics being considered by NARW for its sessions include: "New Business," "You Have To Sell It To Fill It," "The Customers Speak," "Warehousemen's Forum," "Warehouse Losses," "Repair and Maintenance Problems," and "The Latest in Materials Handling."

Social Program

The President's Reception and Dinner Wednesday night will highlight social activities. A Get Acquainted Party will be sponsored by Florida warehousemen Sunday evening. The annual Family Party is scheduled for Tuesday evening.

To give delegates an opportunity to take advantage of the recreational facilities at the world famous Boca Raton Hotel and Club, regular business sessions will end at 1 p.m. daily. However, special Bonus Clinics will be conducted in the afternoon for all AWA members wishing to attend.*

**Cost of 'All Cargo'
Operations in Cents
Per Available Ton Mile**
(For 12 months ending June 30, 1953)

Air Line	Type Operating	
	Aircraft	Expense
Flying Tiger	C-46	#13.09¢
Slick	C-46	#14.58¢
Slick	DC-6A	#17.52¢
American	DC-4	*12.13¢
TWA	DC-4	*14.15¢
United	DC-4	*15.76¢

Total operating expense.

*No attempt has been made to allocate scheduled combination carrier's overhead costs to the all-cargo service.

Aircargo Rates Head Upward

Operating expenses for all-cargo carriers are so close to minimum rates that such minimums may no longer be effective competitive controls

By John H. Frederick
DA Transportation Consultant

LAST November, in an unprecedented rate-making action, CAB required air freight carriers to increase minimum rates for aircargo by at least 25 percent, with proportionate increases in any below-minimum directional rates which had been allowed.

This order was a result of a petition filed by Slick Airways during the summer asking for an increase on the grounds that costs of carrying freight in all-cargo planes had risen sharply since 1948.

It was in 1948 that minimum rates were first set by the Board at 16 cents a ton-mile covering the first 1000 freight ton-miles of any shipment, and 13 cents a ton-mile covering the ton-miles in excess of 1000 for any shipment. Flying Tiger, the other large all-cargo carrier, went along with Slick's request.

Combination Protest

The only so-called combination airline comment on Slick's request came from American Airlines, which agreed that costs of carrying aircargo had risen sharply; but took the position that since, in 1952, it was able to maintain a 68.3 per cent load factor in its all-cargo operations, yet carry 68.5 percent of its cargo traffic in aircraft along with passengers, mail and express, it could in using such

aircraft carry freight cheaper than the all-cargo carriers.

Under such circumstances American argued that the Board should consider this factor in fixing minimum rates; thus being consistent with the position maintained by the combination airlines in all-cargo rate cases so far.

American also pointed out that aircargo was now in a critical development stage with a critical need for volume growth; that volume had developed to a lesser extent than was anticipated some years ago; that it was adding substantially to its all-cargo fleet; and that the increase in minimum rates proposed would not be consistent with the objective of developing the aircargo volume.

1948 Minimums

In 1948 the Board determined that proper development of aircargo required that minimum rates be based on attainable costs in all-cargo planes. This decision doubtless must have been among the important considerations in certifying several all-cargo carriers for a developmental and test period of five years from July 1949.

Without such a rate basis there

would be serious doubt that all-cargo carriers could survive in competition with "combinations."

Looking at the facts as they were then known, the Board concluded that a cost of 11 cents per available ton-mile represented an attainable level of costs in all-cargo planes in the not too distant future. How wrong this conclusion was is shown by the cost figures in the accompanying table.

Rate Freedom

However, in prescribing the 16-13 cent minimums on the basis of the information available to the Board in 1948, the statement was made that such rates were determined so as to leave the carriers sufficient freedom, as well as the responsibility, to work out and adjust their rate structures above the rate floor to permit the sound development and promotion of the aircargo service.

The table shows total cost, including all ground and indirect expenses for the all-cargo carriers. It also shows the flight costs, direct maintenance, depreciation of flight equipment and ground and indirect maintenance costs allocated to aircraft types on the basis of direct labor charges for the latter, incurred in all-cargo operations by three combination lines.

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By George A. Smith
President
American Materials Handling Society

"In making a cost analysis, you should double check all figures, and make sure of the source. Nothing can do more to spoil a cost analysis than a simple error. Preparation of the written report is an important element too. Remember that the difference between a poorly written and a well written report may spell the difference between rejection or acceptance of your analysis."

Handling Cost Analysis- In

WHAT constitutes a cost analysis? It falls into one of two categories. First, the comparison of an old and a new method where you determine what variations have taken place and then their cause and degree.

The second category is that of comparing an existing method with an anticipated method. In this type of an analysis it is necessary to develop new methods, procedures, layouts, and equipment usage and evaluate the future system with the present.

Engineer's Responsibility

In making a cost analysis the responsibility should be in the hands of the materials handling engineer, since he has a comprehensive knowledge of equipment, procedures and plant layout. The data used, however, should be supplied by other departments whose job it is to keep certain records.

If this data must be collected in the materials handling department, then it should be discussed with the cost department so that there is a complete meeting of the minds.

In reading articles on materials handling costs, we find that in most cases the author is very elusive, and there certainly appears to be no master formula. This indicates that each plant must set up its own system of cost analysis and then follow a pattern in all studies.

Since each case is a study in itself, a standard pattern will indicate a trend if the study involves a determination of "are the costs going up or down?"

When a cost analysis is to be made, we should ask ourselves—what is the purpose? Is it to determine a trend?—If rising, find out why, and correct; if lowering, find the reason and continue efforts in that direction. Or is it to evaluate a future capital expenditure?

In making a cost analysis of a materials handling operation or trend, we should collect the following data:

Editor's Note: Mr. Smith, who is materials handling engineer for the IBM Corp., delivered his address at a meeting of the College-Industry Committee on Materials Handling in New York, December 13.

Number of direct and indirect labor operators, number of materials handlers, cost of equipment, cost of operating equipment, cost of equipment maintenance, cost of floor space, and volume of output in units, including tons shipped or produced, and dollar value.

Trend Ratios

From this basic data, ratios can be formulated which usually will indicate trends. In most cases, these figures are computed on a plant-wide basis.

When we analyze materials handling costs we must include in our scope not only processing and assembly, but the functions of receiving, stores, final stores, and shipping.

If we wish to make a comparison of cost trends plant-wide, it is well to consider the following factors. First, determine the total number of direct labor operators, then the total number of indirect labor operators. Compute a ratio between the two groups and use it for further comparisons.

The next step is to segregate all of the labor grades that are con-

Since there is no master formula, each plant must set up its own system of cost analysis and then follow a pattern in all studies. Since each case is a study in itself, a standard pattern indicates trend if the study involves a determination of "are costs going up or down?"

Instrument of Profit

considered as doing materials handling. These should include such groups as process parts handling, materials handlers, power truck operators, receiving, packing and shipping, stock room personnel, elevator operators, and mail clerks.

Labor Ratio

The next two ratios to develop will be those of materials handling to direct labor and materials handling to total indirect labor. The three resultant ratios will indicate the trend in materials handling cost. Should a radical change be noted for any one month, a further breakdown by departments will reveal the origin or cause of the change.

To continue the analysis trend study, the next logical step is to compare a standard unit of shipment or production with the number of materials handling personnel. Dollars is not a good unit since adjustments must be made to compensate for price changes.

A unit in production might be a slight improvement over dollars, but that will depend entirely on

what factors are used in determining the unit. Tons of end product shipped is probably the best common denominator, but again if the weight consistencies of product are at a wide variance, some adjustments should be made.

However, since cost analysis of this nature is relative and the figures plugged into the formulae for each period are based on the same fundamentals, the results will indicate fairly accurate trends.

Cost of labor is the next consideration. When a materials handling problem is presented for study, we endeavor to effect savings in two labor classes—direct and indirect. When a saving is effected of "x" number of direct or indirect labor hours, it is customary to add to the actual hourly rate the cost of fringe benefits.

The method of distributing burden is still a matter of controversy, and although it is recognized that burden charges should be spread over direct or prime cost, we cannot reconcile its use in connection with either direct or indirect labor handling costs.

It is suggested that as each problem is studied, the cost department should be checked for rates since it will vary from period to period based on variable charges.

Equipment and Supplies

Our next consideration is that of equipment, parts and supplies. When comparing two methods or procedures, whether they be present and future or two future plans, we must analyze the following costs: Original cost, salvage value, years of life, interest rate on investment, cost of maintenance, and an amortization period.

This formula is a variation of the straight line method.

The cost of maintenance of materials handling equipment is receiving greater circumspection as materials handling engineers are becoming more analytical in their thinking.

In discussing maintenance cost, I will use the industrial power truck as the piece of equipment being studied, although the methods and end results can apply to any type of equipment.

In the modern plant, a maintenance and repair shop usually is installed. This is a prime prerequisite to a complete materials handling system. Another reason contributing to its importance is the fact that unplanned downtime on materials handling equipment can spell ominous delays to production schedules.

It is of extreme importance to collect performance records in such a manner that their collection cost will be nil, and the results tabulated on a current basis so that information is not obsolete by the time it is available.

Cost Collecting System

Pertinent information relative to maintenance or repairs performed is mark-sensed onto a tabulating card upon which the identifying information has been pre-punched and interpreted. At the end of each week or month, the tabulating cards are processed through an electronic accounting machine and an accumulative

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Warehousing Today and

WAREHOUSING, a vital part of the expanding frozen food business, occupied a prominent position on the program at the recent National Frozen Food Convention and Exposition, in New York.

J. S. Hardin, of Hardin's, Inc., Memphis, Tenn., served as moderator for a panel discussion entitled "Warehousing Today and Tomorrow."

Excerpts from the five papers presented by panel members follow:

Warehousing— Your Vital Ally

By R. M. Conner

Just as the frozen food packer and distributor have been experiencing growing pains in recent years, so has their ally — the warehouseman.

The refrigerated warehouse industry consists of some 500 companies. There have been some criticisms and unpleasanties, but most warehousemen, I am sure, are grateful to the frozen food industry and, therefore, seek the opportunity to cooperate on any problem that even remotely offers a reasonable return. We, as an industry, cannot subsidize business efforts, but we can, and must, make every effort to support by every other means your hopes and aspirations.

During the few years of your tremendous growth, many refrigerated warehousemen, conscientiously, were trying to appraise the changed situation. Conversions from cooler to freezer were common to all plants. New construction was underway in all areas. A few of those were conceived in all too much haste to be considered now a sound and profitable venture. But expansion of facilities went on and since the war, ten

What is in store for refrigerated warehousing in its relationship with the frozen food industry?

Should the distributor build his own warehouse or use public space. What about operating costs?

These and other important questions are answered by men from both sides of the frozen foods fence

million cubic feet of refrigerated space has been added each year. The industry now has a total of almost 450 million cubic feet of refrigerated space, of which 235 million feet is freezer space.

Basis of Selling

As a basis of selling prices, we have two factors, "handling (labor)," and "product density." Low weight per package increases tremendously our cost, and because of it, penalties had to be applied.

The suggestion was made to consolidate two or more of these low weight packages—by strapping or gluing—to reach the minimum weight for efficient handling and thus avoid the penalties.

Density is the other factor—and because of the inherent character of each product, it is not easy to find the solution. Some products average 30 lb per cu ft, others 10 lb. Obviously, the storage cost on the 10 lb should be three times the 30 lb. This, generally speaking, covers the cost accounting procedure in our industry.

Mechanical handling came to the forefront because of war volumes and greater than usual lot sizes. Today, it is not simply a matter of ordering pallets and a

fork lift. The normal flow of product, in and out, must be analyzed and each city, each area, each plant is a problem unto itself. So some warehousemen who made a fast decision on this find themselves with surplus pallets and equipment.

Over the past few years, a few members of your group have made inquiry, or studied in detail, construction costs. They know the cost of a refrigerated plant is from 4 to 4½ times the cost of a non-refrigerated structure. A high investment cost means a very high depreciation rate, which is a cost factor, and since taxes are usually based on valuation, you can compute its effect on the warehouseman. We shudder each year when we observe their magnitude.

Rate of Earnings

High earnings in our industry do not always prevail. We are no different than other industries. We have our financial ups and downs. Most industries, however, are more flexible than we. They can adjust more readily to fluctuating volumes. Our industry in this respect may be likened to a long term lease—just keep paying regardless.

Tomorrow

Panel of Experts Discuss Warehousing's Role In the Frozen Food Picture

R. M. Conner

*National Association of
Refrigerated Warehousemen*

"Most refrigerated warehousemen are grateful to the frozen food industry and seek every opportunity to cooperate on any problem that even remotely offers a reasonable return."

K. F. Stepleton

*Continental Freezers of Illinois
Chicago, Ill.*

"By operating from a public warehouse, the need for expansion can be met more adequately, the operation is more satisfactory, and further growth can be accomplished without repeated expenditure of capital."

Richard M. Page

*Arrow Food Distributors
New Orleans, La.*

"You need adequate equipment, facilities, and space. But most of all you need management. You still are working with men, and the spirit of the men will have much to do with your success."

Julius Levitt

*Capitol Fish Co.
Atlanta, Ga.*

"In defense of the use of private as opposed to public warehousing; in order to remain a successful distributor, your warehouse must become an integral part of your business, not only on the balance sheet, but physically as well."

S. H. Bingham

*Merchants' Refrigerating Co.
New York, N. Y.*

"Terminal warehousemen are doing two things to hold the rising cost line: 1. Investing heavily in materials handling equipment and systems; 2. Building new plants which feature lower operating costs."

Industry competition is the means of giving you the best there is. It brings change, constructive change, and in this great country of ours nothing is more powerful, more equalizing, than competition.

Why You Should Operate From a Public Warehouse

By K. F. Stepleton

Where does the public warehouse fit into the frozen food picture?

First, the relatively large investment in land, building and equipment for the construction of a freezer warehouse should be considered. It is estimated that current building costs range from \$1 to \$1.50 per cubic foot of refrigerated space on large scale buildings. The average size of freezers being built today is approximately two million cubic feet, which would mean an investment of \$2 or \$3 million. In the case of the smaller building built for individual use, the cost doubled.

Borderline Investment

There are other important factors to be considered in the decision regarding the use of a public warehouse. It is estimated that in order to operate a warehouse to a break even point, occupancy must average 70 to 75 per cent throughout the year. On this basis alone, a one-crop or one-industry house is a borderline investment.

In contrast, a public freezer is geared to operate at near maximum capacity for 12 months of the year, utilizing various economical factors to better advantage, a saving that is passed on to the storer. Due to the great diversity of products available to the public warehouseman, by careful management, a constant and economic use of space is insured.

Another important factor in

economy to the storer or user of space is personnel. Experienced labor and supervision in the public warehouse are always available for the peak periods, and together with modern handling methods insure safe and rapid movement of storage stocks without further outlay by the storer in fixed assets, and resulting idle labor.

During the last few years, the warehousing industry, chiefly through the Refrigeration Research Foundation, has spent a large amount of money and effort to obtain accurate data, particularly on required temperatures and humidities on many commodities. These data are available to

many members of our industry and are used for the benefit of customers.

In such a rapidly expanding and changing industry as the frozen food field, flexibility in warehousing facilities is the most desirable asset to any form of distribution.

It is well known that during the last few years, varying increases in the amount of space used has been needed by most distributors. In several instances distributors have given up the operation of their own space, due to the increase in volume, and have rented space or services in the public warehouse.

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By J. Leo Cooke
President
J. Leo Cooke Warehouse Corp.
Jersey City, N. J.

A noted warehouseman speaks out on perfect shipping and its relation to the warehousing industry and to warehouse customers. The author suggests that the best place to establish an effective loss and damage program is at the grass roots level—educating and being educated by those men who actually handle the freight in a “mutual effort—mutual benefit” scheme

Perfect Shipping At The Grass Roots Level

FOR several years April has been designated Perfect Shipping Month. It affords an opportunity to review past efforts and accelerate the program to reduce economic waste resulting from loss and damage.

It is my suggestion to those who are interested in reducing loss and damage claims, to approach the matter as a personal problem. Monies paid out by carriers for claims are represented in part in the freight rate paid on merchandise you ship or receive.

Economic Waste

We should not measure, however, expense resulting from loss and damage in dollars alone. This expense should be measured in waste of manpower, misdirection of effort, and other losses all adding up to economic waste.

There is a great deal of effort being made to establish programs keeping at a minimum loss and damage. Some of this effort is misdirected.

It is my recommendation that we concentrate individually and collectively on an educational program. I recommend that we work together on a year-round basis at a grass-roots level.

We should utilize those people within our own organization who are actually engaged in the loading and unloading of cars, trucks, and other carriers. If our desire to obtain perfect shipping is to be fulfilled, we must reach directly those who handle the freight in our plants, warehouses, and terminals.

Planned Program

You are aware that much research is being carried on in seeking out and developing better ways to relieve economic waste represented by loss and damage. Much of this research is concentrated through the efforts of the Association of American Railroads and the American Trucking Associations.

In addition to this excellent work, we must sit down daily, if necessary, with those people in our organization who are physically handling freight, and discuss our problems regarding loss and damage, seeking their recommendations. At the same time we should make known to them the

recommendations of the AAR, ATA, and other trade groups.

This plan of action serves a better purpose than to go into extensive conferences, write letters of instructions, refer lengthily to publications, meetings, etc. In this way our concern in perfecting perfect shipping is being transplanted and stimulated in the minds of those who are actually handling the freight. It is mutual effort for mutual benefit.

How often are the people in your organization actually handling the freight consulted with regard to marking methods, loading or unloading of cars, loading or unloading of trucks, package design, materials handling?

How often are they consulted by carriers' representatives, by representatives of the AAR and ATA, other interested groups?

How often is there a local shippers' meeting with regard to perfect shipping where key personnel from your organization who handle freight are present?

How often does your sales manager discuss, with those who are handling the freight in your plant, warehouse or terminal, problems of perfect shipping in order to improve sales?

Editor's Note: Mr. Cooke's remarks are excerpted from an address by him entitled "Warehousing and Its Relation to Perfect Shipping," delivered before the Queens County Traffic Club, Elmhurst, L. I.

I am afraid the answers might be embarrassing. . . .

I am convinced that we must educate our people by personal contact as to what should be done to reduce loss and damage claims within our own companies.

I am equally convinced that the place to hold these discussions with our men is at the scene of operation and at the time the work is being carried on.

I warn you not to confine your discussions to your supervisors alone. Get your message directly to the men who are performing the work. Discuss with them the problems and recommendations. While posters, written instructions, conferences, addresses, etc., have their benefits, discussion at the scene of operation is most effective.

Warehouseman's Role

The public warehouseman is concerned with perfect shipping for many reasons. He acts in the capacity for many of his customers as consignors and consignees.

Consequently, he is continually putting forth his best effort to receive and deliver freight for his customers in perfect condition. He is a physical distribution specialist.

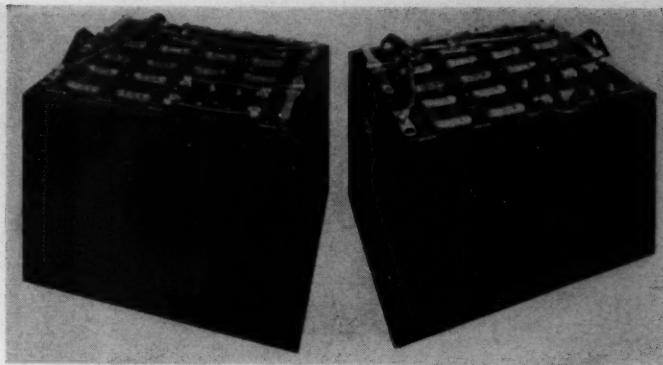
Therefore, he knows the problems in handling damaged merchandise from a physical distribution standpoint. As a result, he exerts every effort to keep the damaged merchandise received within and delivered to his warehouse at a minimum.

He is sensitive of the importance of perfect shipping. He realizes it represents something more important to a public warehouseman than loss and damage claims. The owner of merchandise entrusts his goods to the warehouseman as he does his money to the bank.

As the custodian of these goods, it is the warehouseman's duty to return it to the owner, or to his order, in the same condition in which it was received.

He insists that cars be properly cleaned, lined and braced; that the load be properly stored to insure

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Left: Cable jumpers with clamps are used to cut repaired cell out of circuit while battery is in service. Right: During normal charging, jumpers are connected to repaired cell to give a normal charge

How To Recharge A Repaired Battery

It is of great importance to recharge repaired cell properly before putting it back in service

FIELD service engineers of Gould - National Batteries have found that it is of utmost importance to recharge a repaired cell properly before putting it back in service.

The best method requires separate charging equipment to give the repaired cell the extra charge needed to restore it to operating condition. If the cell has been allowed to dry out because of loss of electrolyte, the cell needs a prolonged charge at the finish rate. A cell rated at 400 amp hrs which has dried out considerably might require 1,200 amp hrs of charge.

The amount of charge can be determined by taking a reading of voltage and gravity at the end of the normal charge and every hour after that for four hours. If the readings remain constant for four hours, the cell can be returned to normal duty. If the readings vary, additional charging at the finish rate should be given until the readings remain constant for four hours.

A badly damaged or shorted

cell that does not give constant reading of voltage and gravity over a four-hour period after repeated efforts should be discarded.

In all cases, the specific gravity of the repaired cell must be adjusted to the proper value after the cell has been recharged.

In many plants it is not possible to arrange for special charging. Where only the regular charger is available, the repaired cell can be suitably charged by cutting the cell out of the circuit during operation of the equipment (Fig. 1) and putting it back in during charging (Fig. 2). As an example, a repaired cell would be placed in the battery but not connected into the circuit while the truck is in service.

At the time the entire battery is recharged the cell is connected into the circuit. This procedure should go on for at least two charging cycles to allow the repaired cell to gain the additional charge required after repair. •

'Piggy-Boat'—

By Land and

By Sea Service

Coordinated water and land trailer service between Northern and Southern Atlantic ports. Special transport, carrying 240 trailers, unloads in four hours

A NEW coordinated sea-land service, announced by McLean Trucking Co., Winston-Salem, N. C., is transportation's newest challenge to costly cargo handling, pilferage, delay in ports, inefficient port facilities, and lack of coordination with carriers moving between ports and interior points.

This service, which could be called "Piggy-Boat"—in contrast with Piggy-Back, another type of

trailer-hauling service which employs rail flat cars—is designed to provide efficient, economical East Coast movement of small freight shipments, without the added cost of extra handling from and into highway trucks that make the final delivery to the consignee.

Special Trailer Ships

Initially, four trailer-transport ships of the twin-screw, turbine

driven type will be used. Designed by Bethlehem Steel Co., they will be 650 ft long with a speed up to 20 knots.

In addition to available space on an open weather deck (No. 1), each ship will have two enclosed trailer decks (Nos. 2 and 3), plus auxiliary space in the hold (No. 4). The open top deck and the hold will be reached by ramps from the two enclosed decks.

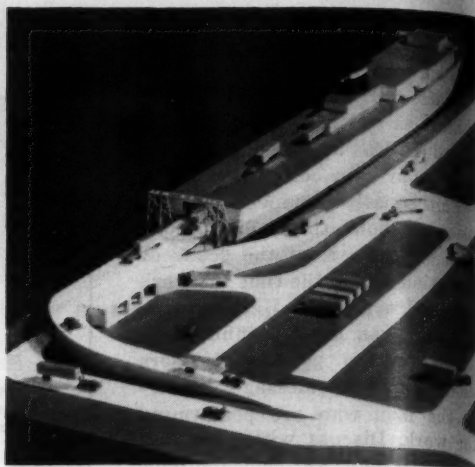
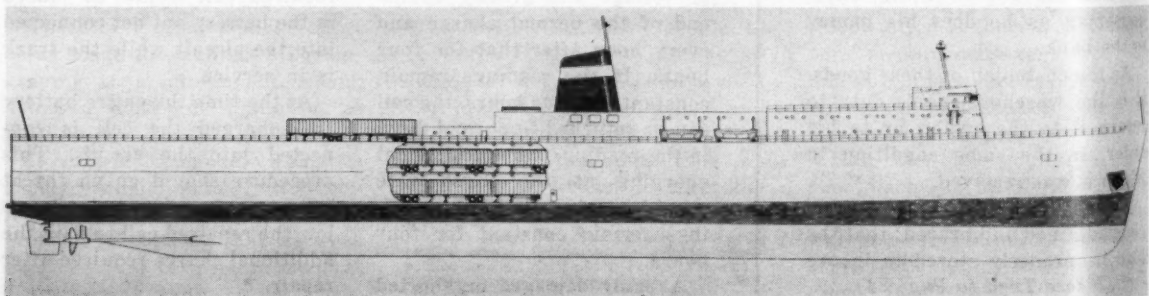
Stern Loading

At the docks, trailers will have direct access to the two enclosed decks. They will enter through the stern, over adjustable height, double-deck ramps. Industrial tractors, as opposed to the regular over-the-road tractors, will be used in all the loading operations.

The two enclosed decks are divided into four lanes each, two

(Please Turn to Page 82)

Interior view of decks. Bethlehem Steel Co. is designing four of this type for McLean Trucking Co.



Double-level ramps at stern of 650-ft vessel are used to unload trailers from top deck and two covered decks



Handler standing on crated goods to complete load could lead to damage or accident, costing carrier in claims



Sensitive and delicate juke box is stowed on its side, contrary to instructions, making carrier liable for damage

Claims Statistics . . .

(Continued from Page 27)

In keeping with this belief, the Council directs its efforts toward educating employes of member firms—and shippers—to the principles of claim prevention. Tools used include posters, literature, training manuals, films, payroll inserts, and the regular publication of statistics.

Photographs used to illustrate this article, all depicting the "wrong way" to stow, check and handle motor freight, were taken from the Council's Washington files. While they do not illustrate the general rule among motor carriers, some of the violations shown are common enough to rate high among loss and damage causes.

101 Reporting Carriers

All of the tables shown, with the exception of Table B, were prepared from composite statistical reports of 101 members of the Council. While the sampling is relatively small, the Council feels it is reasonably indicative of claim experience of the entire trucking industry.

Table B, which was prepared by ATA's Research Department and is based on carrier reports to the ICC, lists the percentage of revenue devoted to cargo insurance and cargo loss and damage payments by Class I motor carriers. It indicates the industry's trend toward fewer claims. It should be noted that this table includes cargo insurance premiums plus loss and damage, whereas the other tables include net claim payments to gross revenue only.

In April of last year some 1,200 shippers, carriers and consignees attended a Perfect Shipping meeting sponsored by the Detroit Board of Commerce. When the committee arranged the program it was decided that the one common denominator in the perfect shipping cycle is the word "handling."

The following month T. W. O'Neill, manager of claims, George F. Alger Co., Detroit, Mich., was assigned the subject "An Effective Claim Prevention Program at Terminals" for presentation at the Fourth Annual Terminal Operations Council meeting.

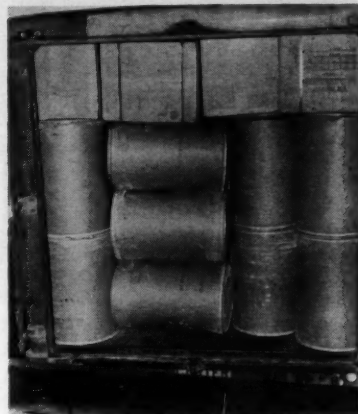
In his opening remarks O'Neill changed his subject to "Improved Materials Handling at Terminals," claiming that more can be accomplished by taking the positive approach rather than talking about the negative approach.

Certain figures in the accompanying tables indicate this line of thought even more clearly. Table A, a loss and damage statement for the first six months of 1953 by cause and commodity, shows improper handling, unloading and stowing as the most damaging of all causes.

The 101 participating carriers reported a total of \$1,513,377 loss attributed to handling. Of the seven causes listed, only shortages (\$1,507,248) was close. All other causes were considerably lower, ranging from \$40,254 (delay) to \$800,192 (concealed damages).

Table C, a breakdown by causes for

Although load looks secure, cardinal rule prohibits stacking drums on sides



the past six years and the first half of 1953, shows that poor handling practices have been the chief offender in six of the seven years listed.

One of the important elements in Table D is the ratio of net claim payments to gross revenue for the past two and one-half years. The 1.20 ratio for the first half of 1953 is slightly higher than 1952 (1.18) but considerably lower than the 1.32 recorded in 1951. On an unofficial estimate of the full year of 1953, however, it is believed that the final ratio will be lower than that shown the previous year.

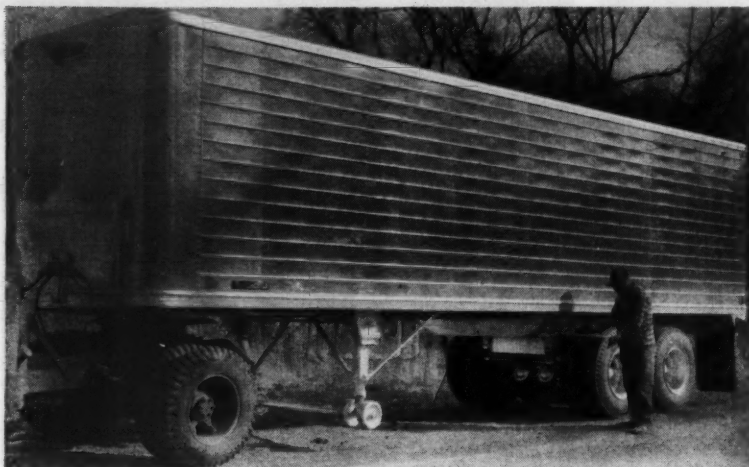
The final Table (E) gives a commodity breakdown by percentage groups for the past six and one-half years. Again in this table handling and shortages show up as the most consistent of all loss and damage factors. ●

(Resume Reading on Page 28)

DA *New* PRODUCTS

FOR FURTHER INFORMATION USE READERS' SERVICE

Shiftable Tandem Suspension For Varied Loads



A new shiftable tandem axle suspension, introduced by Trailmobile, Inc., eliminates the necessity of re-loading or shifting the load in order to conform to varying state maximum legal axle weights. The total distance that the tandem suspension can be moved is 45 in., but the weight distribution can be adjusted to a fine degree as the shifts can be made in increments of 3 in. in either direction.

The driver above is removing one of the two steel rods which hold the suspension in place. When the loads are removed and the wheels blocked, the suspension can be moved to the rear of the trailer by pulling the body of the trailer forward. To move the tandem suspension to the forward position, the tires would be blocked and the body of the trailer pushed backward by the tractor.

One cross-bar locks the forward end of the suspension and the other locks the rear. Bronze blocks fastened to the lower sub-frame of the

tandem suspension slide on a stainless steel track along the base of the two stationary steel beams.

The shiftable tandem works with any type of tractor to make the load legal — whether cab-over-engine, conventional, tandem or pusher type. It adds approximately 700 lb to the trailer. With the shiftable tandem, the average load can be increased. It is possible to adjust the load on axles, when the load decreases en route, without shifting the load.

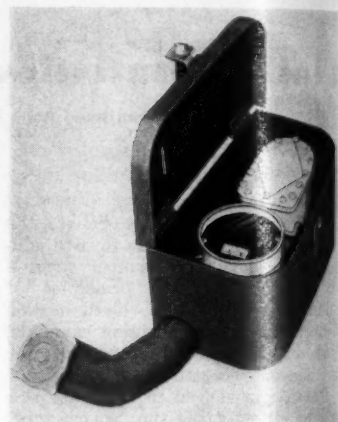
Axle loads can be equalized by the driver easily in a few minutes and the tandem assembly can be removed quickly for maintenance.

Circle 50 on Card Facing Page 51

Protects Fuel Intake

"Fuel Log" is a precision recording instrument, manufactured by Fleet Mfg. Co. and distributed by Iden Mfg. Co., Inc., that provides a cumulative record of all fuel deliv-

ered to the tank of your tractor. It is claimed to be fool-proof and accurate. Only liquid will actuate its mechanism and it is so sealed that any liquid delivered to its intake has to go into the tractor or truck

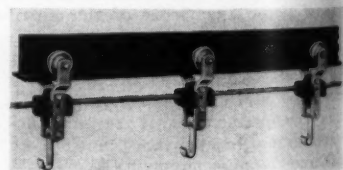


tanks. It protects the driver against loss of gas receipts and insures honest fill by station attendants.

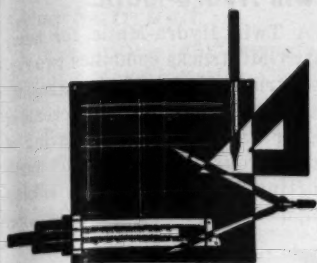
Circle 51 on Card Facing Page 51

Cable Conveyor

The E. W. Buschman Co. announces its new Bush-Lock Cable Conveyor increases cable life more than 30 times; facilitates lubrica-



tion to protect against acid, moisture, and other deteriorating factors; and permits fast, easy maintenance and revision of cable conveyor installations. Cable is sup-



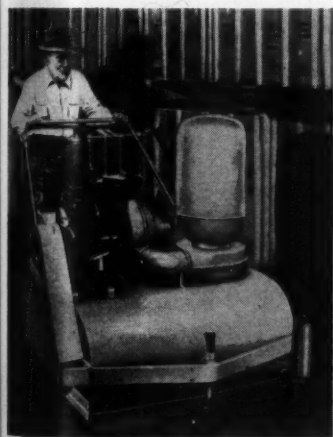
CARD....PAGE 51

plied in $\frac{1}{4}$ in. size with Bush-Locks at 12- and 15-in. centers and in $\frac{3}{8}$ in. size with 12-3/32- and 15-1/16-in. centers to operate on standard sheaves. Nine wheel types are available for various operating conditions.

Circle 52 on Card Facing Page 51

Dustless Sweeping

The new Model 800 Power Sweeper, manufactured by Wilshire Power Sweeper Co., is equipped with the patented Duscon system, which picks up dust, lint and metal particles too fine to be picked up with a broom. This fine dust is removed from the heavier debris and deposited in a large capacity dust bag. In addition to sweeping, the Wil-



shire 3-Way Maintainer also is equipped with blower and suction systems for removing dust from merchandise, shelves and for picking up dust and debris in corners, under benches and shelves and in bins.

Circle 53 on Card Facing Page 51

Eliminates Manual Handling

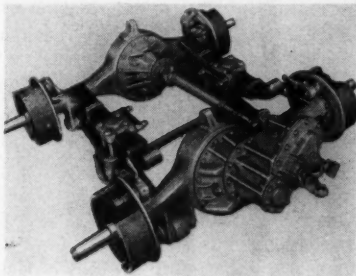
A new device developed by Gilbert, Inc. eliminates manual handling of bi-parting doors and gates on elevators. The device, called the Carmaster Operator, permits faster on and off loading at each floor since it automatically opens the car gate and hatch door simultaneously as the elevator is leveling to the floor. The operator can open and close rear doors without leaving his controls. It can be installed on existing doors and elevators as well as new installations.



Circle 54 on Card Facing Page 51

New Model Tandem Axle

A new model 32M Tandem Axle, with a load capacity of 32,000 lb on the rear tires at the ground, is in volume production at the Eaton



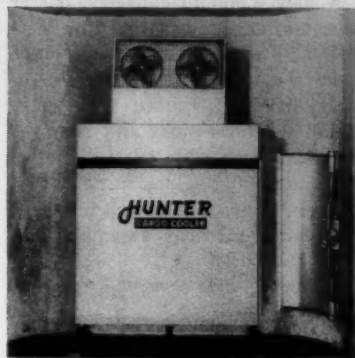
Mfg. Co. The new size bridges the gap between present models of 28,000 and 36,000 lb capacity and meets the legal maximum in 37 states, comprising some 90 per cent of the total truck market.

An outstanding feature is an inter-axle differential. This third differential in the power divider assures equalized power transmission to the driving wheels even though wheel speeds may be variable due to road irregularities or differences in tire diameter. A power divider of extremely simple design, which is an integral part of the forward axle, assures the distribution of power equally to both axles.

Circle 55 on Card Facing Page 51

New Features

Four new features and design improvements on all three models of the Hunter Cargo Cooler is announced by the Hunter Mfg. Co. First, the air-foil axial flow, air-circulating fans are now mounted in a new location, directly above the dry ice bunker. Second, a remote control type of thermostat enables the operator to set the thermostat at desired temperature from the outside of the cargo vehicle and per-



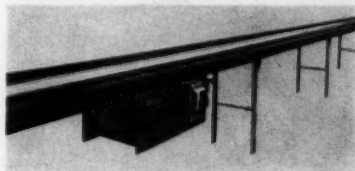
mits easy changing of the setting in transit without entering the cargo space.

Third, the control box of the Cooler has been redesigned and increased in size to provide for easier servicing as well as better performance of the unit. Fourth, a new type nose-mounted thermometer has been added so the operator need not enter the cargo space to check the air temperatures inside the vehicle.

Circle 56 on Card Facing Page 51

Available in Any Length

Speedways Conveyors, Inc. introduces a new addition, the "Speedtable" belt conveyor. It is available in any length, 10-20 in. wide, and in either canvas, oil resistant neoprene or rough top, or with sliders or roller bed, to reduce conveying friction. Large or small capacity



power units are available, depending on the distribution load requirement.

Circle 57 on Card Facing Page 51

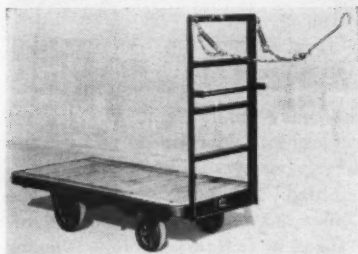
(Please Turn Page)

DA *New* PRODUCTS

Continued from previous page

Overhead Tow Trailer

A new 4,000 lb capacity, caster steer trailer, manufactured by Mercury Mfg. Co., features a standard hardwood deck 3 ft by 6 ft in dimensions and is fitted with stake pockets at both sides and rear for standard removable pipe racks. A permanent angle iron rack at the lead end is used to mount a V-type tow chain and hook assembly (fit-



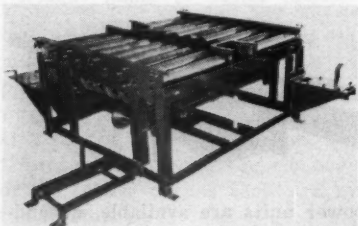
ted with shock absorber springs) and a push bar for manual-handling of the trailer. Deck size and construction can be altered to meet special requirements.

Circle 58 on Card Facing Page 51

Package Transfer

Over parallel live roller conveyor lines, packages may proceed to this new Alvey Conveyor transfer station and be automatically transferred from one line to the other.

The transfer is accomplished by the actuation of a set of V-belt ele-



ments that rise to lift the unit (box, carton, or case) above the rollers while the power-driven belts carry

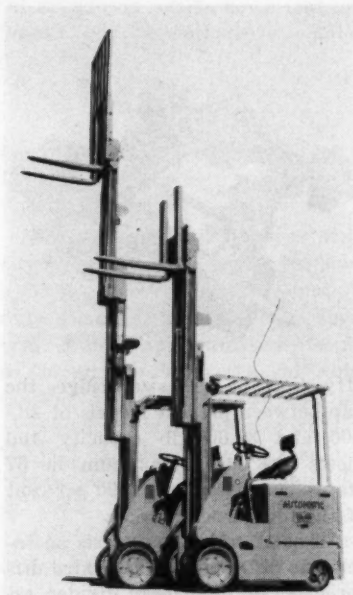
the unit over and put it down on the adjacent parallel conveyor line.

Photo-electric or limit switch facilities make up the controls, while an air cylinder is utilized to raise and lower the cross transfer mechanism.

Circle 59 on Card Facing Page 51

Triple-Telescopic Mast

A new "triple-telescopic" mast developed by the Automatic Transportation Co., permits tiering to 198 in. by fork trucks of standard 83-in. over-all height. This compares to 132-in. tiering done by similar truck (right) of same capacity and

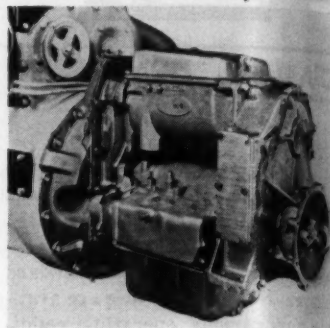


size. High tiering with low silhouette permits operation in and out of boxcars, and highway trucks, and still allows you to take full advantage of high factory or warehouse ceilings for product stacking. The new mast is available on trucks from 2,000 to 10,000 lb capacities.

Circle 60 on Card Facing Page 51

Twin Hydra-Matic

A Twin Hydra-Matic for heavy duty GMC trucks combines two rugged truck Hydra-Matic transmissions into one unit. The decrease of driver fatigue and the saving of time through the faster automatic shifting will mean more efficient shipment of goods over the highway



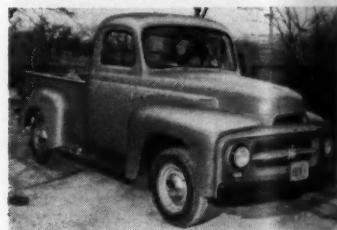
for both shippers and operators, GMC states.

The Twin Hydra-Matic will be placed in GMC Diesel model DFM-660-47, a cab-over-engine highway tractor rated at 60,000 lb gvw. It will be available in other 150 hp models later, and eventually will be engineered for use in conjunction with GMC's gas and diesel power plants in the 175-225 hp range.

Circle 61 on Card Facing Page 51

High-Compression Engine

The One Hundred, a half-ton IH pick-up, is new from its 104 hp Economy Silver Diamond engine to its rear axle. The high compres-

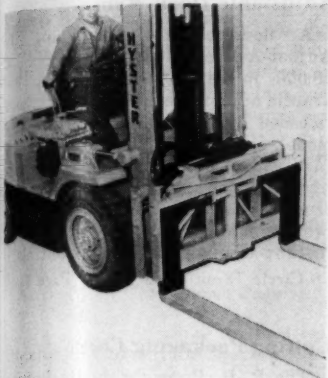


sion (7.0 to 1) SD 220 engine is designed to operate on standard fuel. Syncromesh transmission, 21 ft turning radius, brakes with greater lining area and semi-floating, hypoid-type rear axle with roller-type wheel bearings are other new features of the truck. It is available in two 115 in. wheelbase models with 6½ ft pickup bodies: R-100, 4,200 lb gvw, and R-102, 4,600 lb gvw.

Circle 62 on Card Facing Page 51

Swing Shift Unit

A new lifting unit manufactured by Swing Shift Mfg. Co. for Hyster fork trucks can maneuver the forks instead of the truck. Operator can quickly swing or pivot forks to "turn a corner" ahead of lift truck in tight area; or swing a load into exact face alignment

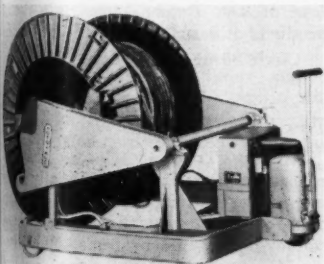


without moving truck. He can also shift fork sideways to align load with fingertip hydraulic controls. Swing-Shift functions when truck is stationary as well as moving. Three models are available with capacity from 3,000 to 15,000 lb and shifts from 8 to 12 in.

Circle 63 on Card Facing Page 51

16,000 Lb Capacity

A new Reel Handling Truck announced by The Moto-Truc Co. has 16,000 lb capacity, maximum lift of

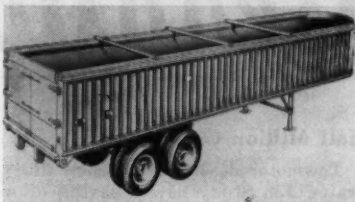


14 in., handles rolls up to 84 in. dia. Overall size of the truck shown is 6 ft by 6 ft, however, trucks can be made to individual specifications. The truck is equipped with a push button electrical hydraulic lift system and travels 2½ to 3 mph. "Dead man" controls are standard, with automotive type brake applied to the drive wheel. "Walkie" type design affords minimum turning radius.

Circle 64 on Card Facing Page 51

Bulk Fruit Trailer

For hauling bulk citrus fruit, this new trailer designed by Fruehauf Trailer Co., can be secured in



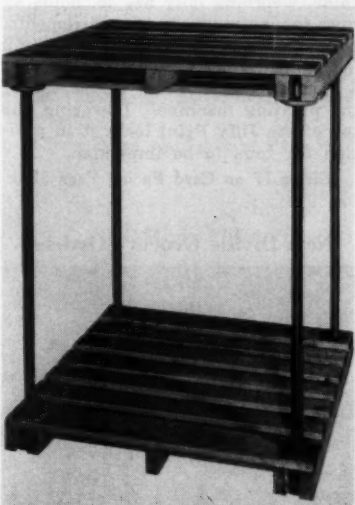
any standard length and in body heights from 47-56 in. Optional linings and floors are provided for the unit which may be either mounted on gravity-tandem or Nuway tandem suspensions. The rear gate is also located and dimensioned to customer specifications.

Circle 65 on Card Facing Page 51

New Pallet-Stacker

Vertical supports and a self-aligning system permit materials of almost any size or shape to be stored on pallets two or more tiers high. A single fork-truck operator can quickly remove and relocate whole tiers.

A centering device, by which vertical steel supports fit into inverted cones in the pallet, make the STAK-

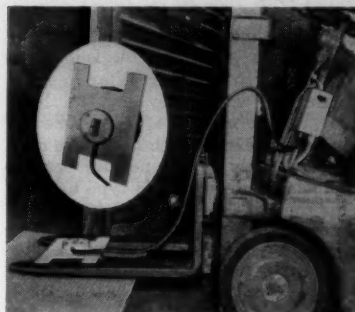


MOR self-aligning. The pallet is made of seasoned oak, end-treated with wood preservative and fastened by staggered, cement-coated drive screw nails. The vertical supports are four 1.660 in. O.D. steel supports and are available in any length.

Circle 66 on Card Facing Page 51

Handles Dock Plates

New safety and ease in handling dock plates in railroad freight terminals and large industrial plants is offered by a newly designed lifting magnet by Cutler-Hammer, Inc. Designed to rest on the forks of a lift truck, the magnet is operated from a drum switch located on the steering column. Only 12 in. in diameter, the magnet is suspended between the forks and held in place by a frame resting on the forks.

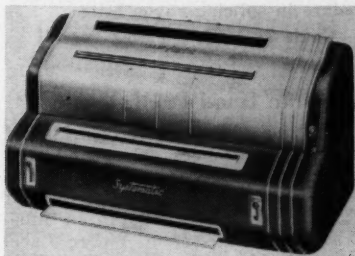


When not used to move and locate dock plates, the magnet is removed and carried on the rear deck of the truck.

Circle 67 on Card Facing Page 51

Photocopies in Any Color

The Apeco Systematic Auto-Stat, manufactured by American Photocopy Equipment Co., can produce a minimum of 100 copies per hour in any color. The unit is designed to handle letter and legal size copies as well as larger copies up to 11 in. wide, in any length. There is no limitation as to type of paper, documents or originals that can be copied, regardless of whether the original is printed on one or both sides or on opaque or translucent paper. It is a compact, simply op-

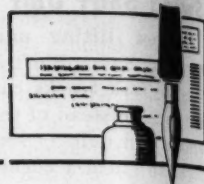


erated unit that eliminates chemical trays, running water, wet hands and fumes.

Circle 68 on Card Facing Page 51

FREE

Literature



Aluminum or Steel Pallets

Louisville Metal Products Co. describes in a new folder its three types of pallets—regular, reversible, and roll-in-type, which are made of aluminum or steel. All deck channels have a special pyramid type knurl to prevent both unit or bulk load slip-page or shifting. The regular has the standard 2-way entry on the long side; the reversible is the same as the regular except both decks are constructed with the same number of channels; and the roll-in-type has the same top deck as the regular, but the bottom deck is made of special aluminum footing to enable entry for hand truck pallet operation.

Circle 71 on Card Facing Page 51

Determine Battery Size

Automatic Transportation Co. announces that truck battery size can be determined with its "Truck Battery Calculator Charts" developed by B. I. Ulinski, director of engineering for Automatic. The new system claims to reduce by two-thirds the time formerly required to calculate battery size needs.

Circle 72 on Card Facing Page 51

Repairing Conveyor Belts

A 32-page, illustrated manual that tells how to splice and repair conveyor and elevator belting has just been published by The B. F. Goodrich Co. A series of 42 photographs are used to illustrate, step-by-step fashion, proper belt-splicing procedure. The manual describes splicing materials, tools needed, the best conditions for splicing and repair, method of splicing cord and fabric belts and special procedure in splicing rayon belts.

Circle 73 on Card Facing Page 51

Versatile Hand Printer

Multiple addressing and marking of shipping containers, labels and tags can now be done more efficiently and at less cost with the Web-O-Print RJ-1 hand printer, states an illustrated brochure from Weber Label and Marking Systems. The RJ-1 prints from a small, inexpensive stencil that is easily typed or handwritten, which is then clipped on the printer and ready for use.

Circle 74 on Card Facing Page 51

Half Million Cans Saved

Towmotor describes in a new illustrated Job Study how a saving of a half million cans yearly was realized by a west coast manufacturer. Inside storage space was increased by 40 per cent, outside storage area reduced, loading tonnage tripled, the study states.

Circle 75 on Card Facing Page 51

Los Angeles Port Directory

The seventh edition of the Port of Los Angeles SHIPPING DIRECTORY lists agents, steamship lines, world trade routes, sailing frequencies and world ports served. A two-page map lists all the facilities for marine commerce at the port.

Circle 76 on Card Facing Page 51

New Printing Machine

American Tag Co. announces in a new brochure its latest machine to imprint individual tags, label and forms. Rubber stamps and handwriting are eliminated. A type case machine, weighing only 5½ lb, holds 42 rows for individual type requirements. Characters are slipped into the 2 by 2 in. printing head, which snaps into a spring socket located in the top of the printing machine. Lowering the top of the Jiffy Print locks it in position for tags to be imprinted.

Circle 77 on Card Facing Page 51

Nets Divide Grocery Orders



Wholesale Grocer Uses Nets for Quick Handling of Store Orders: E. R. Godfrey & Sons, Milwaukee, Wis., find Separator Nets, manufactured by For-elle Fish Netting Co., prevent mixing of orders, save time in loading and unloading

Adjustable Dock Ramp

A new bulletin, describing its Adjust-A-Dock Model No. 20 N.F., a 20,000 lb capacity non-floating hydraulic adjustable ramp, has just been released by Rowe Methods, Inc. This model, specifically engineered to make fast bridge connection between a loading platform and the bed of highway truck, is raised or lowered to suit the requirements of each job by means of instant-acting push-button controls.

Circle 78 on Card Facing Page 51

Cutting Packaging Costs

The B. H. Bunn Co. in its Bulletin 200 describes how to save time and money by using modern machine methods to replace obsolete hand tying and other systems of closure in shipping and mailing rooms.

Circle 79 on Card Facing Page 51

Damage Control Products

Brown-Line's safety engineered trucking installations are described in a new brochure as aiding in the reduction of damage losses. Cargo nets with tensioning straps; Palevator cargo movers with multi-directional roller and hydraulic lift; track, fittings and tie-downs for flat bed trucks; and a two-deck unit that utilizes full pay load capacity are a few of the Brown-Line Safe-Cargo products illustrated.

Circle 80 on Card Facing Page 51

Tow-Line Trailers

Nutting Truck & Caster Co. has released a Tow Line catalog illustrating a large variety of trucks adaptable for either underfloor or overhead conveyor tow-line systems. The catalog features platform type tow-line trucks and two-wheel hand trucks which can be utilized in tow-line installations.

Circle 81 on Card Facing Page 51

Mobile Display Coaches

A new illustrated catalog from The Gerstenslager Co. contains over 100 photographs and illustrations in a full range of colors and styles to help you select the type of display coach best suited to your requirements.

Circle 82 on Card Facing Page 51

For prompt service, use the postage-free postcard provided here for your convenience in securing **FREE LITERATURE** and **NEW PRODUCTS** information described in this issue of **DISTRIBUTION AGE**. All material **FREE**, unless otherwise noted, as in the case of text books and some pamphlets.

Cargo Retaining Strips

Signode Steel Strapping Co. illustrates its line of retaining strips for packaged carload shipments in a new two-color brochure. The strips are furnished as a complete unit or as a duplex unit that can be parted at the center of the doorway, after nailing, for ease of loading. They may be butted, overlapped or spread, depending on the weight and characteristics of the load.

Circle 83 on Card Facing Page 51

Overhead Conveyor System

Chainveyor, a product of United States Spring & Bumper Co., is described in a new booklet as a light capacity, flexible overhead conveyor system. All curves have 15-in. inside radii. Any combinations of turns can be obtained by joining horizontal vertical top and vertical bottom curves together. Use of tubing materially reduces weight of track required for a given load. All curves, wheels, chain side links and carrier pendants are hardened by scientific heat treatment to provide the utmost resistance to wear.

Circle 84 on Card Facing Page 51

Clamp Lift Attachment

The Master Universal Clamp for use with Lewis-Shepard-SpaceMaster Electric Fork Trucks should be of interest to anyone faced with the problems of handling bales, pallets and skids. This bulletin states the clamp can lift, transport, stack and unpile bales unsupported when the side clamping feature is used or can handle unit loads on pallets, skid platforms or bins when lifting arms are used as conventional forks.

Circle 85 on Card Facing Page 51

Trans-Pacific Air Cargo

Air cargo service spanning two-thirds of the world is announced in a folder from Philippine Air Lines. Modern cargo handling facilities service numerous types of products, such as perishables, drugs, wearing apparel, machinery, office equipment, household goods and photographic equipment. Pickup and delivery as well as collect and C.O.D. services are provided.

Circle 86 on Card Facing Page 51

Trailer Catalog

The Nutting Truck & Caster Co. has released a new catalog 54G, illustrating a new combined tractor-trailer and towline order picking system for warehouses, 50 different models of floor trucks, 12 types of dollies and 16 styles of casters. Complete specifications given on the many standard sizes available on each item, make the choice of proper equipment easy.

Circle 87 on Card Facing Page 51

San Francisco Bay Area Map

A mariners' and shippers' map of the San Francisco Bay Area offered by the Marine Exchange, Inc., highlights all marine terminals plus an index for all berths used by the steamship companies.

Circle 88 on Card Facing Page 51

Magnesium Floor Trucks

Magline Inc. offers a bulletin on their new all-magnesium platform trucks. The bulletin describes in detail the firm's complete line of 30 lightweight, magnesium, 4-wheel trucks. They have removable handles, easily installed at either end of platform as well as rubber corner bumpers.

Circle 89 on Card Facing Page 51

20-Hour Shift



In St. Louis, Mo., at the Laclede of the Laclede-Christy Co., fork trucks are kept on the go an average of 20 hours a day, six days a week. At least one tractor is operated around the clock, through three shifts, seven days weekly

Wirebounds

A revised edition of the brochure, "What to Expect from Wirebounds," has just been issued by the Wirebound Box Manufacturers Assn. The new edition is illustrated with more than 30 photographs showing actual case histories of wirebound boxes, crates, and pallet boxes in use by various industries.

The brochure covers the construction principles of wirebound shipping containers, the four basic styles of wirebound boxes, typical wirebound pallet boxes for materials handling needs, and how wirebound boxes and crates result in reduced tare weight, quicker packing, easier stacking, reduction of space in storage after being packed, and lowering general over-all packing costs.

Circle 90 on Card Facing Page 51

Hydraulic Lift Trucks

Safeway Industrial Equipment Corp. announces a new, complete catalog on portable lift-trucks, including specifications and prices. The small plant as well as the large industrial firm will be interested in the safety features described.

Circle 91 on Card Facing Page 51

Breaking Brewery Bottleneck

Lift truck operations at the Brooklyn, N. Y., plant of the F. & M. Schaefer Brewing Co. are described in a pictorial case study from Towmotor Corp. Fifty per cent of Schaefer's 3½ million-barrel yearly production is palletized. Cases, barrels and bags are a few of the items fork lifts handle, reducing trucking fleet, increasing warehouse storage and speeding handling operations.

Circle 92 on Card Facing Page 51

Palletized Case Loading

A new brochure from Hyster Co., titled "Palletized Case Loading," stresses higher profits in the use of a pallet system and fork lift trucks in the bottling industry. Actual case studies and on the scene illustrations are featured.

Circle 93 on Card Facing Page 51

Adjustable Loading Ramps

The complete line of hydraulic adjustable loading ramps, manufactured by Rowe Methods Inc., are described in a new brochure. They are available in two basic types to meet varying needs. The Adjust-A-Dock becomes part of/or extension of existing loading docks. Adjust-A-Truck units are built into the pavement in front of the loading dock.

Circle 94 on Card Facing Page 51
(Please Turn Page)

Free Literature . . .

(Continued from Preceding Page)

Cement & Concrete Book

Portland Cement Assn. has issued a 115 page book, "Cement and Concrete Reference Book 1954" which illustrates with facts, figures, photographic illustrations and articles the numerous uses of cement and concrete in American industry. The history, manufacture and variety of applications for Portland cement are included.

Circle 95 on Card Facing Page 51

Plastic Tote Boxes

In a new bulletin from United States Rubber Co., tote boxes made of Royalite (a combination of both rubber and plastic) are illustrated both nesting and stacking. They may be handled by roller and portable conveyors, overhead conveyors, lift trucks or by hand. Made of lightweight, durable plastic in one piece with rounded corners, they are noiseless.

Circle 96 on Card Facing Page 51

Palletized Handling

The advantages of palletized handling are illustrated in a 16-page bulletin on the Palletier Fork Truck just released by Barrett-Cravens Co. Specifications and dimensional drawings are presented on the eight Palletier models, which have capacities of from 1,000-8,000 lb, and are available in a range of lifting heights to provide storage up to very high ceilings.

Circle 97 on Card Facing Page 51

New Pallet Truck

A new pallet truck is announced in a brochure from Paliton, Inc. The truck is designed in 2,600 and 4,000 lb capacities and is equipped with a hydraulic pump with 5-in. lift, twin front wheels with either rubber or steel tires, and twin rollers under each fork that retract into the forks. Fork lengths are available from 36-60 in.

Circle 98 on Card Facing Page 51

BOOKS

Materials Handling

This is a bibliography in which readers will find many suggestions for promoting efficiency and saving money, time, and effort in handling materials. Collected here are some 270 references, including publications of leading industrial firms and technical organizations, on modern conveying machinery, packaging, shipping, equipment, delivery practices, plant layout and management, production line techniques, and operating cost estimating. Office of Technical Services, U. S. Department of Commerce, Washington 25, D. C. Code No. of Report, PB 111306, 17 pp., \$.50.

Freight Loss & Damage Claims

"Law of Freight Loss and Damage Claims" is a comprehensive text on the liability of carriers in the transportation field. The author, John M. Miller, attorney and secretary, ATA Freight Claim Council, has studied over 20,000 controversial claims filed with carriers. Various chapters deal with the source of carrier legal liability, the many specific controversial aspects of claims, the amount of

recovery, the time limits for filing, and the methods for filing transportation claims. The leading cases dealing with the subjects are cited and liberal quotations from them are made available. Approximately 800 cases are cited and hundreds reviewed in detail. Wm. C. Brown Co., 915 Main St., Dubuque, Iowa, 632 pp., cloth-bound, \$8.00.

Personnel Problems

Solutions to many problems in personnel management and supervision may be found in this 240-item bibliography which combines in one pamphlet a classified, descriptive list of audio-visual aids—motion pictures, film strips and recordings. The titles include such subjects as securing employee cooperation; disciplining, handling grievances, giving instructions, organizing work, creating and maintaining work interest, selecting personnel, building morale, counseling, and conducting conferences. Code No. of Report, PB 111233, Office of Technical Services, U. S. Department of Commerce, Washington 25, D. C. (Commerce Building, Room 6226); 26 pp., \$1.00.

Materials Handling Savings

In its new booklet on "The Turner System of Materials Handling," Factory Service Co. offers 28 pages of ideas for savings in labor, space and equipment. A variety of illustrated applications suggest the adaptability of the system to numerous space and handling problems.

Circle 99 on Card Facing Page 51

Rubber Dock Fenders

Wide range of uses and applications for rubber dock fenders is featured in a new 12-page booklet published by the Goodyear Tire & Rubber Co. Featured also in the booklet are some of the many industrial uses now being developed for greater safety and protection of both men and equipment.

Circle 100 on Card Facing Page 51

Platform Trucks

A new Fairbanks Two-Wheel and Platform Truck Catalog, No. T-54, contains two-color photographs, structural details, specifications, and complete information on over 50 models, including two-wheel hand trucks, steel-framed platform trucks, lift-jack platform trucks, wagon trucks, and dollies. One of the unique and valuable features of the catalog is the average load rating recommendation chart, showing best loading from 200-4,000 lb for all types of trucks.

Circle 101 on Card Facing Page 51

Elevator Belting

A 24-page, engineering handbook on elevator belting, published by The B. F. Goodrich Co., describes and illustrates types of belt bucket elevators, gives factors for belt selection, outlines procedures for engineering the correct belt, and describes belt construction features. Convenient data tables refer to weights of materials handled, holding properties of various fabrics, determining belt weight and thickness, and other engineering features.

Circle 102 on Card Facing Page 51

Container-Type Units

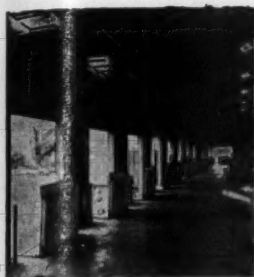
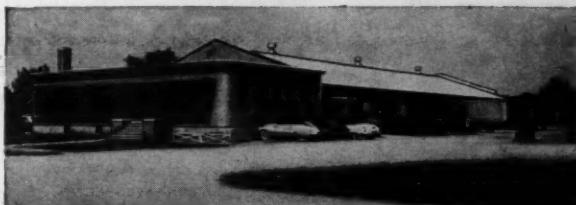
A new booklet, published by The Union Metal Mfg. Co., describes its entire line of containers. Work-O-Matic units are shown being used to work-position, dump, store, collect and transfer a variety of materials and scrap, varying in size and form from small stampings to long, unwieldy shears or trimmings. Containers displayed range in size from 2 oz. receptacles for delicate instrument parts to huge production positioning hoppers.

Circle 103 on Card Facing Page 51

NEW MAGLINER MAGNESIUM DOCK BOARDS SPEED UP LOADING AND LOWER COSTS

...for Associated Truck Lines!

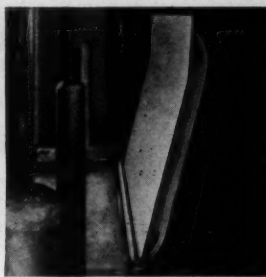
Associated's new Kalamazoo, Michigan, terminal. The building is completely equipped with custom-engineered Magliner permanently-installed dock boards, and its 11,000 square feet of unobstructed warehouse space is designed to spot and service 35 trailers at one time.



Loading doors with battery of Magliner dock boards in "raised" position. Lightness, low initial cost, automatic self-adjustment, and absence of maintenance were among the many reasons this Magliner permanent installation was specified.



Dock boards in the "down" position and ready for use. The units are recessed into the dock structure, thereby making them flush with the dock to provide safe, secure transfer of cargo between carrier and terminal.



Close-up of installation showing recess and hinge construction. The use of dry babbitt bearings permits simplified, manual operation . . . eliminates all maintenance problems!



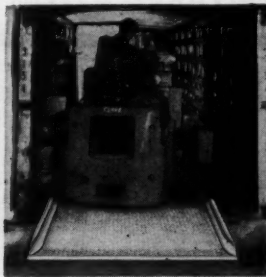
Boards are constructed of heavy-duty, lightweight magnesium. Over 5 feet wide, the units are easily raised or lowered by one man . . . No counter balances or costly leveling devices of any kind are required!



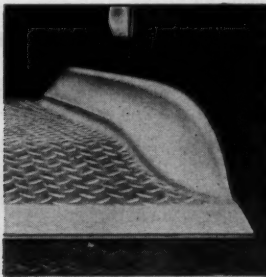
Installation is permanently fixed . . . recessed into concrete dock. Boards self-adjust to correct trailer floor height automatically; pre-determined angle of bend insures proper contact with trailer floor at all times.



Flared curb ends of cast magnesium permit easier, sharp-angle turns in limited areas. Dowelled-in, welded construction provides double the normal strength at this critical shock point.



The dock boards are designed to accommodate either manually-operated or power-operated equipment. Wide span permits easy cargo spotting in the carrier, and design takes into account low underclearance requirements.



New Magliner "Tire-Saver" curbs prevent metal-to-metal (wheel-to-curb) collision. Contact with curb can be made only by the tires—never the wheel rims, regardless of shock of impact! This eliminates single biggest cause of dock board and tire damage.

Gear your shipping and receiving operations to a new, high level of efficiency! Get peak capacity from your facilities with a Magliner Perma-Dock installation! Magliner magnesium Perma-Docks save you up to 65% in installation costs over other dock leveling systems of similar purpose . . . and give years of

maintenance-free, cost-free operation. Investigate the countless advantages of having Magliner magnesium dock boards permanently installed on **YOUR** docks! . . . Lower your cost of doing business . . . Write today for complete data, and the name of your nearest Magline field representative.

Write for
Information Bulletin Today



MAGLINE INC.
PINCONNING, MICHIGAN

In Canada: Magline of Canada, Ltd.; Renfrew, Ontario

Circle No. 16 on Card, facing Page 51, for more information

FULCO

FURNITURE PADS

STOCKED NEAR YOU!

Los Angeles

Denver

Minneapolis

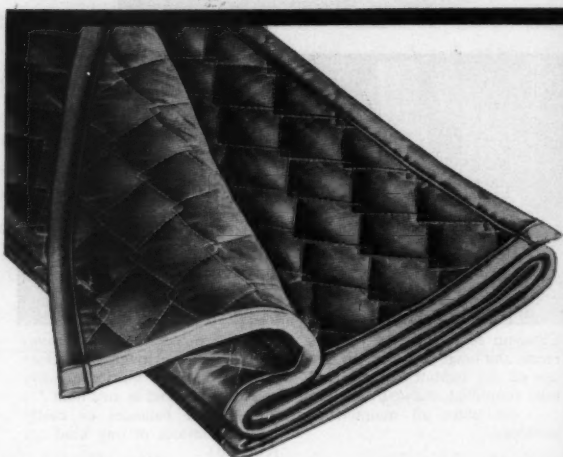
Kansas City, Kans.

St. Louis

Dallas

Atlanta

New Orleans



DIAMOND STITCH

Fulton's three famous "Gilt-Edge" Furniture Pads — **DIAMOND STITCH** — **ZIG-ZAG STITCH** — **CHANNEL STITCH** — are always in stock at EIGHT strategic locations. Fulco two-tone Furniture Pads take up less space, are the longest wearing and most satisfactory Pads money can buy. Ordering Fulco Pads from your nearest Fulton Branch means you will save on freight and get fast delivery service. Write, wire or TWX your order to the Fulton Branch nearest you.



**ONE-INCH ZIG-ZAG
STITCH**



**CHANNEL
STITCH**

Fulton

BAG & COTTON MILLS

Atlanta • New Orleans • Dallas • St. Louis • Denver • Los Angeles • Kansas City, Kans. • Minneapolis • New York City • Winter Haven, Fla. • San Francisco • Phoenix • Savannah

Circle No. 17 on Card, facing Page 51, for more information



Model 14
Copyflex Machine

Type Back Orders and Their Invoices? ...I'll Say Not!

Today many modern businesses are saving thousands of dollars and eliminating confusion and delay by not typing back orders and their invoices.

These businesses have installed Bruning Copyflex order-invoice systems especially tailored to meet their individual needs. Under such systems the original order is all that is required for back orders and their invoices as well as for the first shipment and its invoice.

Copyflex provides two separate methods for eliminating back order and invoice writing; by using reproducible copies of the original order or by providing multiple shipping and billing columns on the original form.

The result? Savings of thousands of

expensive man-hours due to the elimination of unnecessary typing and of human errors.

What Copyflex Is

The basis of the Bruning Copyflex order-invoice systems is the Copyflex machine itself. This amazing machine turns out ready-to-use black on white copies of anything typed, written, printed or drawn on ordinary translucent paper. It does this without fuss, mess or bother—rapidly and economically.

If you are interested in the Bruning Copyflex order-invoice systems or if you have any problems involving the speedy, economical, accurate duplication of records, mail us the coupon below for free booklet.



BRUNING

Copies anything typed, written, printed or drawn on ordinary translucent paper in seconds.

Copyflex

Charles Bruning Company, Inc.
4700 Montrose Avenue, Chicago 41, Ill., Dept. 202

Please send me free booklet on Copyflex and full particulars about how Copyflex solves any copying problems.

Name _____ Title _____

Company _____

Address _____

City _____ Zone _____ State _____

Circle No. 20 on Card, facing Page 51, for more information

... Kelly Storage System

(Continued from Page 32)

One-Level Unit

All of the one-level bin units are topped with a 36 x 36-in. double-faced bin pallets, the third type of pallet Kelly uses. A base constructed of 1 x 4-in. and 2 x 4-in. lumber is placed on top of the bin storage unit for reinforcement. This bin pallet provides space for reserve stocks adjacent to active locations of stock without complicating or changing the usual location sequences.

Two-Level Unit

A two-bin level and bin pallet combination has made it possible to double storage unit cubage space. Additional advantages are the flexibility of storage and easy dismantling of the complete two-level unit.

In this double-deck stock room, where small items of electrical supplies are stored, there is a total of 2,106 sq ft of space. The bins are divided into 12-in. openings, providing a total of 7,344 bin openings.

Access to the upper level is by stairs and mezzanine walkway. A booster belt conveyor, located on the first level, elevates supplies to the upper level. The walkways are constructed of open mesh metal, which permits one set of lights to illuminate both top and lower rows of bins. This type of walkway also eliminates the costly construction of mezzanine floors.

Flooring is sectional, 3 x 9 ft, and is supported by angle iron framework lag-bolted to the top plates of the lower-level bin units. This facilitates progressive assembly or disassembly, thereby permitting the top bins to be raised or lowered by a fork-lift.

Flexibility and economy of space were apparent when comparing standard wood floor mezzanine construction with this type of double-decking storage, Kelly discovered.

Construct Own Pallets

Approximately 95 per cent of flat and 100 per cent of the box pallets used at Kelly Air Force Base have been constructed in its own box factory. The current output of flat pallets is 580 per day and box pallets 250 per day, including both new and repaired.

Two types of wood have proved the most durable for Kelly pallets, pine for those constructed at the base and oak for the 5 per cent of the flat pallets commercially procured. Reclaimed lumber is also available for constructing flat, box or special pallets.

Pallets in static storage last indefinitely, while those in constant use, such as receiving, shipping and other movement of property, generally require major repairs after approxi-

mately 20 handlings. All standard type 40x48-in. pallets are repaired as many times as they are considered economically repairable.

It is estimated that the life of a pallet used for purposes other than storage is approximately six months. Non-standard pallets which have been acquired and placed into the system prior to size standardization are progressively discarded.

Conveyorized Tractor-Trailer

A new addition to Kelly's elaborate conveyor system (See "Conveyor Conveyor at Kelly Air Force Base, DISTRIBUTION AGE, Jan., 1954) is a modified warehouse trailer for delivery of palletized material from central receiving areas to storage areas.

The trailer is a regular 4 x 10-ft warehouse trailer with sections of roller conveyors attached cross-wise. Conveyorized loading stations have been erected in warehouse stockrooms so that the palletized supplies can be unloaded by spotting the trailers alongside of the unloading stations and pushing off the pallet manually either by the operator of the train or stockroom attendant. This new equipment diverted fork-lifts to heavier work and materially increased the delivery capacity of the trailer trains.

Pallets in Warehouse

Palletized materials arrive at the receiving area, which is divided into five separate stations — Breakdown, Research, Locations and Addressograph; Inspection; Unit Count and Prepack, and Parts Routing.

At Breakdown, which has work stations on each double conveyor line, boxes are opened for check of line items and for segregation of like items into separate baskets or onto separate pallets. The pallets remain on the double-conveyor line for processing of supplies, while the baskets are moved to adjacent single conveyor lines which are more suitable for processing of small parts.

From this point forward the pallets are moved along the lines by means of an energized drag chain. The baskets are advanced along the single conveyor lines by short sections of booster belt conveyor which separate the gravity roller conveyor sections composing the major portion of the line. When supplies are ready for processing to the next station, they are raised to that station level by the adjacent booster belt section.

Each pallet of supplies is identified by placement of a numbered metal stand-up tab in a conspicuous location on top of the supplies. Each basket has a permanently assigned identification number on metal plates attached to its sides. For rematching

of supplies and documents farther along the lines, the pallet number, or the basket number, is noted on the receiving documents which are then dispatched by an overhead paper conveyor from Breakdown to the next station.

As the documents arrive in Research, Locations, and Addressograph, they are checked against a master research record file for possible Technical Order references or disposition instructions. Cards bearing the active warehouse location of each standard stock item are withdrawn from the record file and attached to the documents.

Locating Supplies

Inspectors locate supplies by using pallet or basket numbers noted on receiving documents. If additional tags and labels are required, receiving documents are returned to Addressograph by paper carrier and returned to the Inspection station.

Supplies move along to Unit Count and Prepack Station. Here a complete count is made of each line item. Then supplies are repacked in same containers or in new containers suitable for storage purposes. Small dollies contain equipment and materials required in repacking supplies.

The receiving documents are detached from the supplies when the Parts Routing station is reached. The documents are segregated according to Stock Record Unit and sent to appropriate units for posting and forwarding to voucher files.

Pallets are removed from the double conveyor lines by means of hydraulically-operated pallet lifts and placed in bays for segregation of supplies according to warehouse stockroom. Small items in baskets are removed from the single conveyor lines, sorted, placed on monoveyor dollies, and moved to stockroom storage bins.

A metal plate bearing the proper stockroom destination is attached to the front of each monoveyor dolly. Then the dolly is hooked to the overhead monoveyor for transporting to the stockroom where the small items are removed and located in bins or pallets. Dollies for each particular stockroom are dispatched on an hourly schedule.

Palletized supplies may be moved also by forklift truck operation to adjacent stockrooms and placed in locations. If the supplies are routed to stockrooms at some distance away from the receiving area, pallets may be transported on flat or conveyorized tractor-trailer.

Supplying American air bases throughout the world has been speeded up at Kelly from six to two days through versatile utilization of both conveyors and mechanical handling equipment. But, the indispensable pallet, however, is the key to the gargantuan operations. •

(Resume Reading on Page 33)

Handling Cost...

(Continued from Page 37)

report is printed.

It will show types of repairs by truck manufacturer, truck type, department, class of work performed; list truck in chronological order to show age; and many other breakdowns.

The report can then be subjected to a very critical cost analysis which will divulge the following:

1. Which type of truck is costing the most to operate.
2. Cost comparison of repairs and maintenance between two or more manufacturers.
3. Excessive cost of repairs might indicate truck is not of sufficient capacity for the job, or it is being over-worked.
4. Operator is not exercising good care in running the truck.
5. Age coupled with maintenance cost would indicate replacement.
6. Extensive repair could indicate bad floors, roadways, or ramps.

The last factor in a cost analysis is that of floor space. When a problem is studied, the cost of floor space must be analyzed, since effective utilization of such space is of prime importance in today's industrial picture.

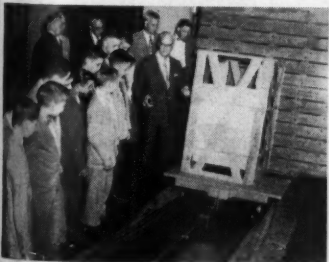
Factors affecting this cost computed on a per month basis will include: Maintenance of buildings, building depreciation rate, taxes, plant protection, insurance, heat, light and air conditioning, and other services.

After a cost analysis has been made, it is customary to put it into report form. Report writing is an art, in its form, wording, and method of presentation.

Again double-check your statements for double meaning or no meaning at all. A poorly written report will leave the reader cold. A well written report will make a lasting impression. •

(Resume Reading on Page 38)

Open House



At open house celebration, N. A. Fowler, director-sales & research, General Box Co., demonstrates Conbur incline-impact tester for players and coaches of winning team they sponsored in Pony League Series, Des Plaines, Ill.

For handling
multiwall
bagged materials



only **MEAD CHESTNUT**

POKE-PAK
can give you these advantages:

- **Freedom from maintenance.** No nails or splinters to puncture the bags—the load does not tip, because the center of gravity is low.
- **End to costly car floor lining.** By the POKE-PAK way, it is only necessary to line the ends of the car.
- **Bookkeeping cut to the bone.** No credits, charge-back and freight charges on returnable pallets.
- **Reduction in unloading and loading time** to a fraction of former time needed. It allows fullest use of limited dock facilities—does a better job faster.
- **Reduction of pallet storage space.** From 40 to 70 MEAD Chestnut POKE-PAKS will fit into the space required for one wooden pallet of the same size.
- **MEAD POKE-PAK consultant service.** Carloading diagrams, bag patterns, and samples all at no charge.
- **Adaptation to job.** Designed to fit one job only—your job. Tailor-made POKE-PAK is the perfect answer to odd size bags, for truck or rail shipments.
- **Pallet of great strength**—able to lift anything your fork truck will lift, yet so low in cost it can be thrown away after use.

MEAD Chestnut POKE-PAK is engineered to handle unit loads of bagged materials with any type fork lift truck. A sturdy rigid loading base, Chestnut POKE-PAK is manufactured from chestnut and other hardwood fibers. For complete information, write for descriptive brochure.

MEAD BOARD SALES, INC.

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MEAD
board

Circle No. 21 on Card, facing Page 51, for more information

For the best in CANVAS Shipping Hampers

LOOK
FOR

Lane



Specifically designed for shipping, storing, and safe, easy handling of retail merchandise, this Lane Style 67 Shipping Hamper incorporates all these quality features for long, dependable service at very low cost:

- Sturdy, easily-locked, pilfer-proof plywood covers.
- Extra-strong end-grips to take roughest handling.
- Over-all design ideal for stacking.
- Light-weight, sturdy, spring-steel frames with strong, hardwood bottoms and runners.

STANDARD SIZES AVAILABLE

Style 67

No.	Long	Wide	Deep
6	30"	20"	20½"
8	34"	22"	23"
10	36"	24"	25"
12	36"	26"	27½"

Lane canvas baskets, hampers, and trucks are built to take it, built to last! There are many canvas baskets, but there's only one Lane. Always look for the LANE mark — to be sure! See your Lane distributor or write . . . 8879



Circle 22 on Readers' Service Card
58

Stockpiling for Destruction

(Continued from Page 25)

stock will be palletized to get the maximum efficient storage density. The height of this palletizing will depend a great deal on the type of merchandise being stored.

Many times, the fire loss in a pile is limited only by the aisles provided. Often, with certain commodities, aisles are not necessary for operations, and a battle results between the desire for safe storage and the need for more capacity. Both the high piling and the omission of adequate aisles have been the deciding factors in controlling fires in warehouse storage.

Recommended Standards

There follows a list of piling standards recommended for the safe storage of some classes of materials:

Cotton storage: In sprinklered fire-proof warehouses is limited to 15,000 sq ft; in ordinary brick constructed warehouses limited to 10,000 sq ft. Piles not to exceed 10 ft in height.

Baled combustible fibres: Limited to not over 24,000 cu ft, and not over 1,500 sq ft. Piles not to exceed 16 ft in height, divided with center aisles of not less than 8 ft, and cross aisles not less than 6 ft, with at least 2 ft between piles and walls.

Waste paper storage: Limited to 2,000 ton in one area. Piles not over 9 to 14 ft high, preferably less than 8 ft, and piles only two bales wide with aisles 6 ft wide.

Crude rubber: Piles not over 10 ft in height and 2,500 sq ft in area.

Intermixing

Rapidly, it appears, we are discovering limitations of safe piling through experience. As yet, we have not developed standards for restricting the intermixing of high-value storage with moderate or low-value finished or raw materials.

The large unbroken area desired by the modern warehouseman frequently prevents access to the fire by firefighters from the outside, particularly if no windows or roof hatches are provided.

Sprinkler Protection

It almost has become a must from many viewpoints that warehouses containing appreciable values be protected with automatic sprinklers supplied by powerful water sources of generous capacity.

The 1952 NFPA fire record previously referred to shows that only

before you buy a fork truck or lift truck — be sure to see the

NEW

marforge

COMBINATION TRUCKS

FORK TRUCK

SKID LIFT TRUCK

TRACTOR

PALLET LIFT TRUCK

Whether you're a small organization or a large plant, you can obtain extra advantages by using Market Forge Materials Handling equipment.

Consider MARKET FORGE — Your Best Source for: Electric or Gas Powered

- FORK TRUCKS • PALLET LIFT TRUCKS
- SKID LIFT TRUCKS • TRACTORS

Available on Deferred Payment or Rental Basis

Market Forge Company
EVERETT 49 MASSACHUSETTS

Circle No. 23 on Card, facing Page 51, for more information
DISTRIBUTION AGE

four of the 44 warehouses were protected by automatic sprinklers.

The cases where buildings were protected by sprinklers and the loss approached a total, were usually caused by either the sprinkler equipment being out of service, partly removed, piping plugged by foreign materials, or the storage was piled in such a manner as to shelter the seat of the fire.

Warehouses protected by sprinklers often are so overcrowded that the protection is seriously impaired, if not completely worthless, and unable to hold a fire in check.

Maximum Cubical Usage

Engineers in many industries have studied and tried to work out safe warehouse piling methods in an effort to get the maximum cubical usage of a building, at the same time obtain a maximum of fire control and safety.

The principal points considered are the size of piles or blocks; size of aisles between piles; sub-division of piles with spaces or flues to permit the prompt action of the sprinklers immediately over that area; use of bulkheads to prevent the ready horizontal travel of a fire through a pile; and installation of draft curtains extended as low as practical to retard the flow of heat through the building which opens excessive and unnecessary sprinklers.

The use of long narrow piles utilizing bulkheads at frequent intervals has proved most effective for general merchandise storage where a depth of pile is maintained at about 10 ft with at least a 6-in. open space or flue in the center.

This permits about a 5-ft storage area accessible from each aisle. If the industrial truck is used for stacking, aisles of about 10 ft are required for its operations. Other aisles never should be less than 5 ft in width.

Sprinkler Clearance

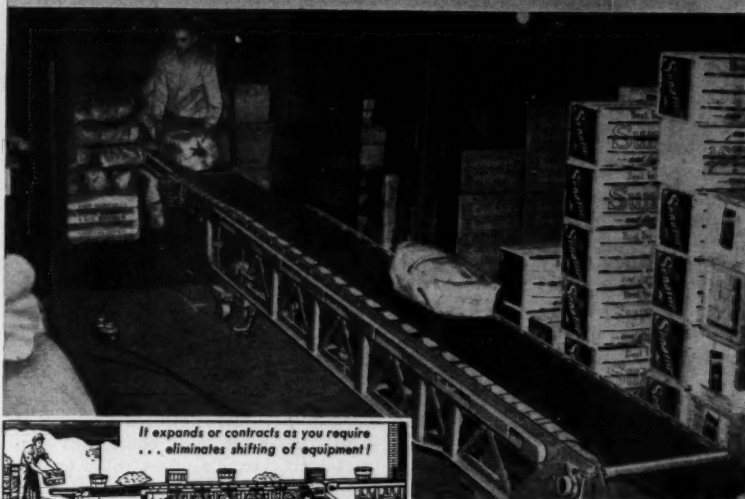
The height of piles has heretofore been limited by the familiar signs and rules to "Keep Stock 18 in. Below Sprinkler Piping." In some cases rules say 12 in. below the deflectors. In many cases, it appears the sprinklers were installed only as a "token" to obtain a low insurance rate and adequate coverage, and have since become an operation nuisance.

During recent years considerable test work has been done with spray-type sprinklers protecting several types of storage piling. Results are still incomplete, but sufficient information has been obtained to indicate that the previous 18 in. should be about doubled to get the results.

The extinguishing efficiency of these new spray type heads is estimated to be between 20 and 25 per cent better than the ordinary head, when the three or four feet is provided. •

(Resume Reading on Page 26)

IT S-T-R-E-T-C-H-E-S or CONTRACTS as you need it!



VERSATILE FARQUHAR EXPAND-O-VEYOR is completely adjustable in length to meet your handling needs!

HERE's the revolutionary Farquhar Package-Handling Expand-O-Veyor—literally, the "conveyor with the two-way stretch." You can use it at its maximum length one day; then move it to another location and use it at minimum settings the next day. Use it in loading and unloading trucks—keep one end fixed and shorten or lengthen the other as your truck becomes full or empty. It is particularly suited for loading or unloading trucks with a fixed conveyor line. The versatility of the Farquhar Expand-O-Veyor makes it suitable for a wide variety of materials handling prob-

lems—especially where space and working requirements change often.

For more information on Farquhar portable, semi-permanent, and permanent power driven or gravity conveyors, write our engineering department, stating your problems. We'll be glad to consult with you . . . at no obligation, of course.

Roll Along to Lower Costs—with Farquhar Gravity Conveyors.

Available in a variety of widths, wheel patterns, roller diameters, roller spacings, and types of connectors, in either Black Velvet or Standard finish—to meet your particular needs.



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Package-Handling Catalog showing all the cost-cutting, production-speeding Farquhar Package-Handling Conveyors.

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CONVEYORS**

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**POWER-BELT
AND
GRAVITY
CONVEYORS**

Gentlemen:

Please send me my free copy of the Package-Handling Catalog and additional information on Expand-O-Veyor.

Name

Firm

Address

City

Zone State

Circle No. 24 on Card, facing Page 51, for more information



It's the Revolver® Portable Uplifter Elevator

Adaptable for shop use or warehouse handling and ideal for shipping and receiving—the new electric Uplifter is the real buy today in materials handling. In two capacities, 1000 - 2000 pounds, platform sizes 24 x 24 and 30 x 30, lifts of 62 and 65 inches on standard models—the Revolver Uplifter can be had powered by a variety of electric circuits ranging from an automobile battery to 220 volt currents.

Priced under all competition, the Uplifter includes all the safety and convenience features that have made Revolver portable elevators a standard in industry. Get full information today on this new, easy operating inexpensive portable elevator. Remember, too—we build Revolver Portable elevators to your particular needs.

Write or phone

REVOLVATOR CO.

8796 Tonnelle Avenue, North Bergen, N. J. • UNION 3-8120

Cost Cutting . . .

(Continued from Page 29)

distribution. (See Warehousing Today and Tomorrow, Page 38.)

To the refrigerated warehouseman, this means that he will have to gear his operation to meet these changing conditions. It means that new storage techniques must be learned and adopted to assure maximum quality control. It means that new equipment must be installed, where needed.

It means the adoption of new handling techniques and, if necessary, the purchase of additional materials handling equipment to provide a faster and more efficient flow of goods in and out of the warehouse.

Above all, it means that the refrigerated warehouseman must, more than ever, be aware of his costs.

Thrifty and Practical

Keeping up with the times involves certain new expenditures—in plant construction, in new equipment and materials, etc. To offset these expenditures, and to make them pay their way, the refrigerated warehouseman of today must be thrifty. He has to be a practical warehouseman—with an over-supply of curiosity to search out deadwood and a fellow with plenty of horse sense to direct a particular

operation in a manner that will produce the best results for the least cost.

Throughout the industry, refrigerated warehousemen are asking themselves questions such as these: Is full advantage being made of discounts through quantity orders—office supplies, printed forms, calcium chloride, ammonia, spare parts, insulations, etc?

Are we mechanized to the greatest extent, consistent with individual needs and limitations, and is equipment being maintained in maximum working condition to avoid costly breakdown and expensive major repairs? Are operations planned in advance and does the flow of goods in and out of the plant follow the shortest route possible?

Will the widening or lengthening of a truck dock or the installation of a new door or some other change in plant arrangement result in a more efficient operation? Is honeycombing being reduced through careful advance planning of stacking techniques? Can aisles be rearranged to expedite handling and movement in and out of storage rooms?

Is the right man in the right job and is he fully trained for the job he is assigned? Also, is he aware of the limitations of the equipment he is using? And, is the office adequately staffed, well equipped, and efficiently administered to handle the work load?

All have to be answered if an efficient and economical operation is to be established and maintained.

Diversification

Our company has quite a diversification of buildings—some modern, some not so modern. They are distributed geographically from production areas to metropolitan cities. By and large, each location presents its own distinct problem—operationally. That which applies in one area, will not always apply in the other.

So it is with our entire industry—the great and growing business of guarding the nation's health through proper preservation of foods by modern and scientific refrigeration. Our industry's associations—the National Association of Refrigerated Warehouses and its technical arm, The Refrigeration Research Foundation—are dedicated and devoted to that principal objective—in the public interest.

In our own firm, we are trying to contribute our part towards more effective costs cutting and efficient operation. We have developed what we term an Operating Committee, composed of various segments of management at the general office level. Similar committees are established

Moves Materials at 15 mph.

WISCONSIN-POWERED



Industrial Truck

More work is done by only one man with this unit built by Getman Brothers, Mfg. Div., South Haven, Mich. Power is supplied by a single-cylinder, model AEN 8 1/4 hp. Wisconsin Heavy-Duty Air-Cooled Engine. Wisconsin Engines are delivering dependability everywhere on 3 to 36 hp. equipment. One reason equipment builders and buyers endorse them is due to thrust-absorbing tapered roller bearings at both ends of every crankshaft, preventing bearing failure. Still another is better air-cooling system design, engineered by pioneers in the air-cooled field, for perfect hot or cold weather cooling. You also get such advantages as heaviest-duty construction and an ignition system delivering quick any-weather starts. All add up to more dependable performance, and lower operating costs. Write for 64-page booklet about all 4-cycle single-cylinder, 2-cylinder and V-type 4-cylinder models, 3 to 36 hp. . . also over 270 action pictures.

Power
TO FIT THE
JOB

Power
TO FIT THE
MACHINE



WISCONSIN MOTOR CORPORATION

World's Largest Builders of Heavy-Duty Air-Cooled Engines
MILWAUKEE 46, WISCONSIN

Circle No. 26 on Card, facing Page 51, for more information

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in the branch plants, consisting principally of the branch manager, chief engineer, chief accountant, and superintendent.

The General Office Operating Committee is composed of the general manager, chief engineer, general storage superintendent, general superintendent of ice departments, general superintendent of plants, and the general auditor.

Working closely with the committees at the branch level, this general office operating committee studies all profit and loss statements, analyzes costs, and develops ways and means to effect savings and improve operations and services in all categories.

Appraisal of Expenses

No expenditures are made by the branches without approval of the Operating Committee, unless there is an emergency. If handling equipment is to be purchased, it must justify itself by recommendation from the branches that the results from the equipment will warrant the expenditure.

Power and water costs, supplies and labor are watched closely, and all purchases are made through our general Purchasing Department. We have made it a habit to "purchase"—not just "buy."

Handling costs are checked on a weekly report basis, and the General Office Operating Committee meets as a "Monday Morning Quarterback Club" to pick up any unusual trend of expense. Any such condition found is brought to the attention of the branch as quickly as possible to determine the reason.

Good liaison is maintained with the branches at all times to improve operating conditions and to receive reports from the various committees composed of plant personnel, covering safety, sanitation and employee activities.

Enlightened Personnel

We feel that enlightened personnel can do more to cut costs and improve operations than people who are not directly associated with the practical, every day operation end of the business. Because of this belief, we hold supervisory meetings regularly and each year a two-day conference is held with all branch managers and general office staff.

At this time, the current year's operation is reviewed and each participant in the conference is encouraged to air his thoughts.

In this manner, we believe we have improved our operations just as many members of our industry have done. However, we fully realize that this is an endless job, and that we cannot for a moment rest on any so-called laurels that we may like to claim.

(Resume Reading on Page 30)



Operating over unpaved ground, this TOWMOTOR stacks high, reduces size of storage area for leading manufacturer of concrete pipe.

PIPELINE to PROFITS

You are doing a grand job now, but if you feel there is room for improvement, consider your materials handling. No other operation offers so great an opportunity for saving time, labor, and money! And no other method or machine moves as many tons per dollar as Towmotor Fork Lift Trucks. Whatever you make, warehouse or handle, Towmotor with its dozens of special attachments, its rugged economy, and its operator-ease is today's pipeline to greater profits for the boss. Send for the "Towmotor Portfolio for Operating Men." TOWMOTOR CORPORATION, Div. 1904, 1226 East 152nd Street, Cleveland 10, Ohio.



CALL YOUR LOCAL TOWMOTOR REPRESENTATIVE

For fast service and the name of your nearest Towmotor Representative, see the Yellow Pages of your local telephone directory.

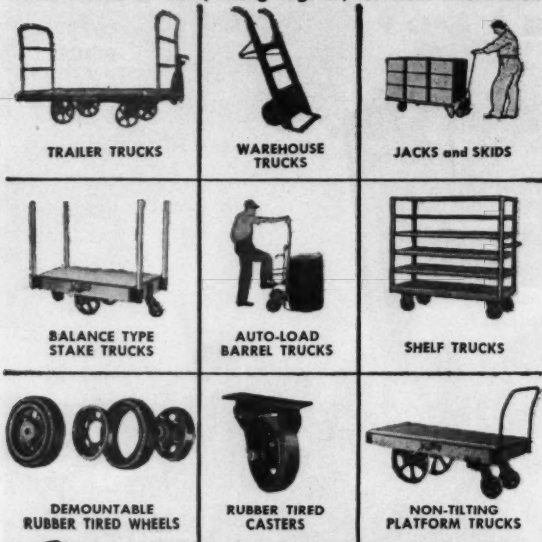


FORK LIFT TRUCKS and TRACTORS

SINCE 1919

IT'S HARD TO COMPETE WITH A TOWMOTOR-EQUIPPED PLANT
Circle No. 27 on Card, facing Page 51, for more information

Circle No. 28 on Card, facing Page 51, for more information



FOR BETTER HANDLING

Look under "Trucks" or "Casters" in your classified phone directory for your nearest Nutting representative. Or write direct for Junior Catalog 54G.

SINCE 1891

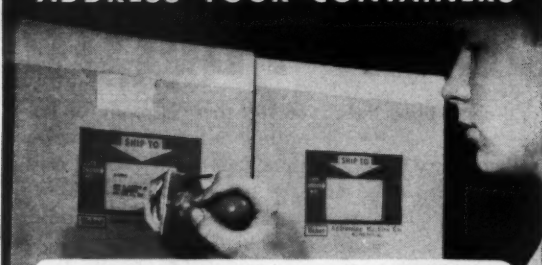
Nutting

TRUCK & CASTER CO.

1220 Division St. Fairbault, Minn.

Export Sales Representative Scheel International Inc.
4237 North Lincoln Avenue Chicago 18, Ill.

THE FASTEST, EASIEST WAY TO ADDRESS YOUR CONTAINERS



Pictured here is the WEBER DIRECT-TO-CONTAINER SYSTEM. The cartons have been pre-printed with a label frame. Consignee's address is printed inside the frames with a WEBER RJ-1 hand printer at the rate of 40 to 50 cartons per minute. Eliminates labels. Faster, neater than brush stenciling. The RJ-1 prints from stencil easily prepared on typewriter. Reservoir holds enough ink for 7,500 to 10,000 prints. Can be supplied with one or two counters for quantity check.

MODEL RJ-1 \$14.50 WITH SUPPLIES.

SEND FOR FOLDER ON THE RJ-1 HAND PRINTER AND DIRECT-TO-CONTAINER SYSTEM

Weber Label and Marking Systems,
Div.—Weber Addressing Machine Co., Dept. DA-3, Mt. Prospect, Ill.

another **Weber** system

Circle No. 29 on Card, facing Page 51, for more information

Washington DA

(Continued from Page 19)

train and higher freight car speed per hour were reported.

... Both freight car orders and deliveries have continued to slump so far in 1954 ... Order backlog is about four months.

... Waterborne commerce is picking up ... Figures for 1952 are now shown to be second highest in history, 887 million tons.

... Government correspondence courses for training merchant seamen are slated to end April 30 ... Maritime Administration would like to transfer the set-up to private hands to keep it going.

... Success of the Post Office Department in moving first class mail by air at a 30-cents-per-ton-mile rate (when space is available) is catching on, will be expanded.

Rates for Government

New action has been taken on Capitol Hill to bring freight rates charged the government into line. Under a bill (H.R. 8029) sponsored by Rep. Carl Hinshaw, California Republican, the ICC Act would be amended so as to remove language permitting government agencies to obtain reduced rates for transport service. Bill has support of the U. S. Chamber of Commerce which says present Act permits agencies to play one carrier against another in getting bargain rates.

(Resume Reading on Page 23)



GERSCO-BILT means:

- 1—Individualized styling
- 2—Structural quality
- 3—Straight line responsibility

When you decide to own a Gerstenslager Custom-built Van you deal directly with our design and manufacturing departments through qualified field sales engineers. Result: Top quality performance at moderate cost.

THE GERSTENSLAGER CO.
DEPT. D, WOOSTER, OHIO
Established 1860

Circle No. 30 on Card, facing Page 51, for more information

Aircargo Rates

(Continued from Page 35)

From this data it appears that current representative costs of all-cargo planes are at least 14 cents per available ton-mile, a figure substantially higher than the 11 cents per available ton-mile envisioned in 1948.

Costs vs. Minimums

The fact that current operating expenses for all-cargo carriers now are so close to the minimum rates indicates that such minimums may no longer be effective to prevent competition from holding rates below the current cost of carriage in all-cargo planes.

The financial reports of the two major all-cargo carriers indicate that Flying Tiger is barely breaking even on their scheduled flight operations while Slick appears to be suffering substantial losses.

It should be noted that a 25 per cent increase in minimum rates does not mean that there will be a like increase in actual rates charged. At the present time most aircargo rates are at least 10 per cent above the present minimum rates, and many exceed the minimums by even greater amounts.

Accordingly, the 25 per cent increase in minimum rates will seldom force an effective rate increase exceeding 12 per cent, and in many cases the required increase will be less.

Maximum vs. Minimum

It is a truism in transportation that a regulated minimum rate in most cases becomes a maximum rate where route competition exists. Although, in 1948, the Board suggested that carriers set their rates above the minimum prescribed, the direct competitive situation which has existed on all major cargo routes has provided a perfect set of circumstances for this rule to prove itself again.

Since the minimum rate order has been in operation, the all-cargo operators have continued to confine their activities to moving large shipments for long distances. On the other hand, the airlines have continued to encourage small, short-haul shipments in their combination equipment, but with an increasing interest in the volume traffic which can be obtained for their all-cargo aircraft.

As time goes on, competition for large shipments will tend to be on the basis of service to the shipper. Transportation history shows that service competition may employ measures which are just as destructive as those in rate competition and which become infinitely more difficult to control.

(Resume Reading on Page 36)

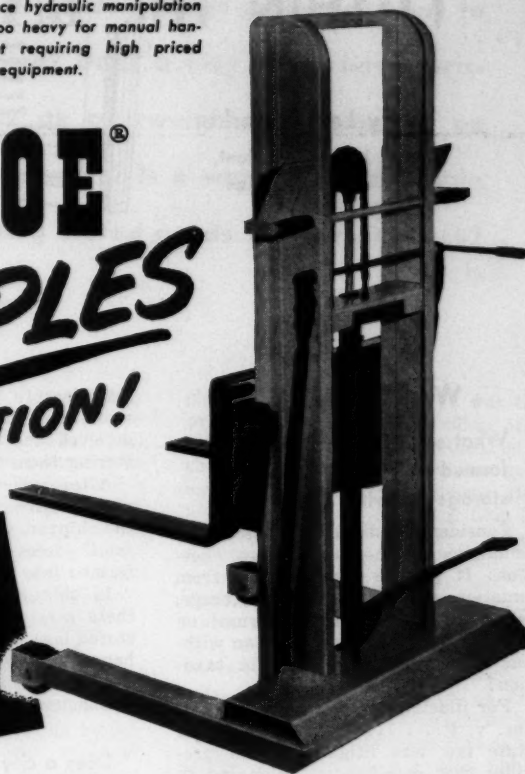
ANOTHER **IBH*** FIRST!

*IN-BETWEEN-HANDLING

—Short distance hydraulic manipulation of materials too heavy for manual handling yet not requiring high priced power-driven equipment.

BIG JOE[®]
TRIPLES
THE ACTION!

Easier,
Faster
Unloading!



The job capacities of all "BIG JOE" foot operated hydraulic lift trucks have been vastly increased—operator fatigue has been substantially reduced—by the new standard "BIG JOE" triple action pump. Any load up to 200 lbs. is now lifted $3\frac{1}{2}$ " per stroke as compared with the ordinary speed of $1\frac{1}{8}$ " per stroke. Thus the operator is saved a total of 21 foot strokes per 56" lift!

This new "triple action pump" is particularly important in UNLOADING operations . . . and in light loading jobs as well. The ability to raise the forks or platform *three times as fast* and with *one third the effort* reduces truck or box-car unloading time . . . and effort proportionally.

More than forty "BIG JOE" models are specifically designed for IBH*. With a choice of foot operated and battery operated 6 and 12 volt system units—fork and platform types—lever control, push button control . . . "BIG JOE" offers FLEET OPERATION at the price of a single power-drive fork truck. Fleet operation gives you the *right kind* of help where you want it—today, tomorrow, every day.



Write for our booklet "IBH—The Economical In-Between System for Handling Materials".



"HYDRAULIC HANDLING FOR EVERY DEPARTMENT"

BIG JOE Manufacturing Company
912 Jackson Blvd., Chicago 7, Ill.

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Circle No. 31 on Card, facing Page 51, for more information

W WITHIN THE LAW

By Leo T. Parker

Legal Consultant,
Distribution Age



WAREHOUSING

What services can be performed on goods in "dead" storage involving state taxes?

Considerable discussion has arisen from time to time over the legal question: If a state law exempts from taxation goods in "dead" storage, what services can be performed on the goods by the warehouseman without subjecting them to state taxation?

For illustration, in *G... C... Co., Inc. v. P...*, 111 N.E. (2d) 265, a state law was litigated which provides that merchandise belonging to non-resident shall not be considered to be "used in business" in state, and is not subject to personal property tax, if it is held in storage warehouse for storage only.

This court held that this law is not applicable to merchandise on which essential steps in manufacturing or processing are carried on during the storage, but it is applicable where nothing is done in connection with the storage except what is necessary for preservation of the stored merchandise. The court said:

"Some precaution is required for the preservation of various commodities."

This court also held that services to preserve stored goods may be done, as follows: The sprinkling of stored apples to prevent drying and consequent wrinkling; correct temperatures for wearing apparel, particularly furs; and some merchandise, such as paint and other liquids, requires some movement during storage. None of these acts of service make the stored merchandise taxable.

For comparison, see *M... Corp., v. Tax Commissioner*, 93 N.E. (2d) 19. The facts in that case are as follows: The *M... Corp.* was engaged in the

manufacture of white paper from wood, and its method of operation involved the bringing of logs and storing them for seasoning.

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Does a city court have jurisdiction over an overweight truck on highway?

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A driver was found guilty of driving a truck on a highway 10,210 lb. overweight. The city court assessed a fine of \$1,021.

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McK... purchased a new GMC truck for \$2,435 and it had been delivered to him and was being used by him in the operation of his business in the county when it was destroyed by fire while it was being used to deliver merchandise outside of the county. *McK...* had not paid anything on the GMC truck and had not received a certificate of title or a license receipt when it was destroyed. Nevertheless the higher court held that *McK...* was entitled to receive payment from the insurance company for the value of the destroyed truck. The court said that although the truck was destroyed by fire outside the county, yet the insurance company was liable because the policy contained a clause to the effect that newly acquired automobiles would be automatically insured under the policy.

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The testimony showed that Mr. P... was employed by the warehouse company as auditor. He made an inventory of the merchandise in the warehouse, and immediately after so doing accused H... of being short on merchandise. This accusation was repeated more than once in the presence of various persons, and was followed immediately by H... 's discharge and the demand for the warehouse keys.

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mony showed that one D... was the president and most active officer of a warehouse company which stored merchandise for the United States government. Later an indictment was filed against D... charging that he did "willfully, knowingly, and unlawfully, steal, conceal, remove, dispose of, and convert to his own use," a certain large quantity of merchandise which was then the property of the C... Corp., an agency and instrumentality of the United States.

D... defended the suit on the grounds that he was required to insure the merchandise in his own name against loss or damage by fire, lightning, windstorm, and other casualties, and that CCC recognized his ownership of the merchandise.

The higher court refused to agree with these contentions and convicted D..., saying:

"It is not an uncommon business practice to require a warehouseman to insure property which he holds in trust for the owner. A warehouseman is a bailee of a special character; a bailee is a trustee of a particular kind; they are easily distinguishable from a buyer or purchaser."

Who is liable if a warehouseman delivers goods to the holder of a forged, stolen or lost receipt?

All higher courts agree that warehouse receipts represent stored merchandise. Therefore, a warehouseman is liable if he delivers goods to one who unlawfully presents unendorsed warehouse receipts. This explanation answers a legal question asked by an official of a transportation company who wanted to know who is liable if a warehouseman or common carrier delivers goods to the holder of a forged, stolen or lost receipt.

(Please Turn to Page 96)

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Recently a higher court held that a warehouseman remains a bailee and liable for converting or using stored merchandise for his own personal benefit, although he has the privilege of insuring the merchandise in his own name, and as such insurer is recognized as the owner of the merchandise.

For illustration, in *D... v. United States*, 203 Fed. (2d) 201, the testi-

mony showed that one D... was the president and most active officer of a warehouse company which stored merchandise for the United States government. Later an indictment was filed against D... charging that he did "willfully, knowingly, and unlawfully, steal, conceal, remove, dispose of, and convert to his own use," a certain large quantity of merchandise which was then the property of the C... C... Corp., an agency and instrumentality of the United States.

D... defended the suit on the grounds that he was required to insure the merchandise in his own name against loss or damage by fire, lightning, windstorm, and other casualties, and that CCC recognized his ownership of the merchandise.

The higher court refused to agree with these contentions and convicted D..., saying:

"It is not an uncommon business practice to require a warehouseman to insure property which he holds in trust for the owner. A warehouseman is a bailee of a special character; a bailee is a trustee of a particular kind; they are easily distinguishable from a buyer or purchaser."

Who is liable if a warehouseman delivers goods to the holder of a forged, stolen or lost receipt?

All higher courts agree that warehouse receipts represent stored merchandise. Therefore, a warehouseman is liable if he delivers goods to one who unlawfully presents unendorsed warehouse receipts. This explanation answers a legal question asked by an official of a transportation company who wanted to know who is liable if warehouseman or common carrier delivers goods to the holder of a forged, stolen or lost receipt.

(Please Turn to Page 96)

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Warehouse SPOTLIGHT

Men in the Spotlight

Philip E. Burke, P. E. Burke, Wal-tham, Mass.—elected president, Mass. Furniture Warehousemen's Assn.

A. N. Drake, Lehigh Warehouse & Transportation Co.—elected president, Warehousemen's Assn. of the Port of New York, Inc.

F. D. Bateman, Griswold & Bateman Warehouse Co.—elected president, Ill. Assn. of Merchandise Warehousemen.

John K. Dozier—elected president and general manager, Houston Terminal Warehouse & Cold Storage Co., Houston, Tex.; **Leroy H. Machemehl**—vice president in charge of shipping, and **F. John Seyer**—vice president and superintendent.

Dean Spalding—appointed general manager of the Cleveland, Ohio, warehouse of D. H. Overmyer Warehouse Co., Toledo, Ohio.

Ward G. Walkup, Sr., president, Walkup Drayage & Warehouse Co., Inc.—appointed president, California Board of State Harbor Commissioners.

Herbert W. Verrall—new vice-president and general manager, Lewis & Michael, Inc., Dayton, Ohio.

A. C. Reichardt, Jr., president of the Grocers Terminal Warehouse Co.—elected secretary of the St. Louis, Mo., Assn. of Manufacturers' Representatives, Inc.

John K. Gund, Lakewood Storage Co., Cleveland, Ohio—elected president of United Van Lines, Inc.

F. K. Haslund, Jr., president, Seattle Transfer Co., Seattle, Wash.—elected president, Pacific Northwest Warehouses, Inc.

Henry W. Holman, Geo. B. Holman & Co., Inc., Hackensack, N. J.—elected president, N. J. Furniture Warehousemen's Assn.

Louis C. Schramm, Chelsea Storage Warehouses, New York City—elected president, New York Furniture Warehousemen's Assn.

J. B. Brown—elected vice president, Commercial Warehouse Co., Little Rock, Ark.

Morris M. Stern, vice president, Mid-West Terminal Warehouse Co., Kansas City, Mo.—elected president, Kansas City Warehousemen's Assn.

John P. Wooldridge, president, Manning's Warehouse Corp., Mayflower agency at Trenton, N. J.—recently elected president, Trenton Chamber of Commerce.

William C. Elliott, vice-president, Bekins, elected to the board of directors, California Warehousemen's Assn.

Georgia has passed a law which reduces by one-half the cost of tags for trailers operated exclusively for transportation of household goods.



"Next time you get a tip on the races Ewald, don't bother using the box, bring it in personally."

Hoover Task Force Studies Warehousing

Former President Herbert Hoover recently announced the organization of a "Task Force on Subsistence Services" under his new "Commission on Organization of the Executive Branch of the Government." Its purpose is to study the organization of all federal agencies engaged in providing subsistence services within the continental United States.

Agencies covered in the program will include the Veterans Administration, Department of Health, Education and Welfare, Dept. of Defense, the Bureaus of Prisons, Indian Affairs, and others. Procurement, distribution and traffic, inspection, storage and warehousing are among the many phases to be studied.

New Warehouses

Bekins is constructing a five-story building, with 37,000 sq ft of space, on East Holt Blvd., near East End Ave., Pomona, Cal.

Beverly Hills Transfer & Storage Co. plans to construct a warehouse at 15711 Ventura Blvd., Beverly Hills, Cal.

Fleetwing Trucking & Terminal Corp., Detroit, Mich., has opened four additional terminals of approximately 156,000 sq ft. The company now has a total of approximately 450,000 sq ft of warehouse space in 12 terminals all centrally located in the Detroit area.

Rochester Storage Warehouses has recently added a two-story warehouse at Joseph Ave. and Ward St., Rochester, N. Y. The building is reinforced concrete, brick and tile, with steel columns, concrete flooring and roof, with metal rolling doors. The warehouse has a dry air sprinkling system. A New York Central siding adjoins the property with an engine at the disposal of the warehouse 24 hours a day.

The Lighting Moving & Warehouse Co., Phoenix, Ariz., recently completed an addition to its main warehouse of approximately 20,000 sq ft of modern commercial storage space.

Merchandise Warehouse Co., Inc., Indianapolis, Ind., moved into new quarters at 1414 South West St., Indianapolis 7, Ind. This modern building provides over 66,000 sq ft of gross area.

For Additional Warehouse

DA and Within the Law

and Firms are Arranged Alphabetically

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facing Page 51 to check your selections

Warehousing Today . . .

(Continued from Page 39)

Our Warehouse Next Door

By Julius Levitt

Capitol Fish covers metropolitan Atlanta and a territory of approximately 90 miles around it. It has a sales force consisting of 25 salesmen covering that territory.

Until we built our freezer storage space next door, we had to do a good deal of our storing in public warehouses. From experience we are really in a position to testify to the economy and importance of a warehouse that you can constantly control, supervise, police and use.

It will give your business a flexibility which cannot be obtained if your inventory is blocks away from your general and sales offices and hours or minutes away.

It enables you to supervise and constantly police your investment with a

consistency and efficiency that you cannot ever hope to achieve in a public warehouse with its inconvenience, delay and unavoidable obstruction, resulting from other customers being serviced and requiring attention while you are attending to your business in the same building.

We have found that one of the chief economy advantages of our warehouse next door is that it enables us to abide by one of the old laws of economics—namely that of integration. For both warehousing and distribution we are able to combine such cost elements as management, manpower, and equipment. And in addition gain flexibility in these respects.

Operating our own warehouse we were able to completely palletize our warehouse operation from the unloading of a railroad car to the loading of a delivery truck. We are able

to unload a carload of merchandise in approximately 50 per cent of the time that it previously took us to do it.

We have four workers who handle all of the merchandise, coming into and going out of our warehouse (not including order assembly). They handle on the average about 10 trailer truck loads each day as well as restock the frozen food working stock. We are able to load a delivery truck in approximately 70 per cent of the time that it formerly required.

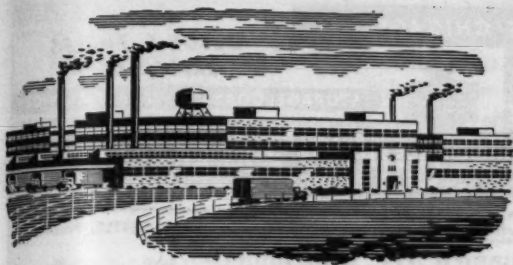
Translate these cost reductions into terms of manhours, multiplied by wages and you get an approximation of the economy. But more than that, think of the speed with which we can serve our customers and the good will which results from that improvement alone.

We believe that our theft and waste losses were reduced by about 70 per cent since we eliminated public storage and acquired our present set-up.

Since Capitol Fish has outgrown

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and Firms are Arranged Alphabetically



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its knee breeches it has never operated completely from a public warehouse, and for this reason, we do not have the necessary figures to give you with mathematical certainty the savings effected from trucks shuttling back and forth across busy traffic-choked streets between the public warehouse and our distribution plants. I have tried for the purpose of this discussion, to arrive at an approximate figure and the best I can obtain, with the help of our controller, is that there is an approximate savings of \$5 for each \$1,000 volume of business transacted.

Then there is the very important factor of in-transit storage to be considered. By having our storage next door, we have been able to stop merchandise in transit storages at very cheap rates and then later move it directly to our own storage, thereby eliminating local warehouse charges and holding freight costs down to a minimum.

Starting from Scratch

By Richard M. Page

In 1947 we started Arrow Food from scratch. We had no other business to lean on—no customers who knew us as such—no place from which to operate.

It was just after the war and storages were still filled. We finally

settled with a small storage which was an old brewery converted to storage for a space in a room 75 by 22 of 25 by 22 by putting up a fence. In six months we moved the fence 40 by 22.

After a year and a half we had established ourselves enough to move to the most modern storage in our city and took a room 80 by 40. We now have roughly 80 by 65. This gave us our own hours and we went to night packing to give service. Every order in today goes out tomorrow.

Two years ago we bought a lift machine and that has helped us and saved at least three men. We first tried recapping for packing orders then. Not enough for IBM—then filled the anteroom for a normal run. We tried convey system but it didn't work for our facilities and had to use hand trucks, and pallets with jack. Now we have some double shelf casts to try. We have looked at our big room as a break-up room, then as a storage room—finally, divided it as a break-up room. Under our present set-up we take monthly physical inventory and are in process of using IBM.

We expect in a year to move to our permanent quarters and as a new cold storage is built, we are having our offices and break-up room built in to suit. The first thing to do is to get a consultant.

Here are some of the ideas for your own break-up:

First, get a room wide enough to maneuver, and of sufficient size to put in the items you sell—at least a day to weekly stock.

Then consider mechanical equipment. In considering your lift truck, if it can be done, watch the size of the aisles—6 to 10 ft aisles will mean 25 per cent more working space. Lay out the room with racks and pallets to function smoothly. Rate your items by movement and allot space closest to your working area for the fast movers.

Get the right equipment to fill your orders. Have proper loading facilities for trucks—of truck height, if possible. Connect with a warehouse that can house all of your items—drayage can cost you money. Be sure you can enlarge.

But most of all the deal needs management. You still are working men and the spirit the men have, will mean a lot to your success.

The Nature of Warehousing Costs

By S. H. Bingham

For the purposes of this discussion I shall confine my remarks to terminal warehouses in metropolitan areas

(Please Turn Page)

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Warehousing Today . . .

(Continued from Preceding Page)

since most distribution must necessarily operate from a location close to or within well populated areas. As would be expected, costs of construction, operation and maintenance are substantially higher in these areas than in rural or production areas.

Perhaps the most prominent factor in the cost of operating a warehouse is the high value of labor.

Because the cost of his labor is so high the public warehouseman directs his maximum efforts toward the control of that labor. However, there are a few stumbling blocks peculiar to his operation. In periods of low occupancy he must be able to handle merchandise just as rapidly as he does when enjoying high occupancy.

As a consequence he is slow to reduce his working force as business declines. If the warehouseman has been forced to delay essential main-

tenance and repairs because of the demand for space by his customers it is very probable that his operating costs will remain constant or even increase as he takes the opportunity to catch up on this work.

During the past three years many public warehousemen have been doing their level best to cope with a problem that is the direct result of the growing consumer acceptance of your products. We have spent and will continue to spend considerable sums to convert cooler storage rooms to freezer storage. This requires additional insulation, new piping and, in many cases, extra compressors and other engine room equipment.

We in the terminal warehouses of the country have noted another change in the character of our business. A few years ago we could count on an average of four months storage of

product. Today the period is closer to two months. In my own company our average occupancy dropped 1 per cent in 1953 but we handled in and out 5 per cent more tonnage. One particular plant suffered a 5 per cent drop in average occupancy while handling 10 per cent more tonnage.

As warehouse customers you are more interested in what the warehouseman is doing to reduce costs rather than the reason for a rise in his costs. I think we are doing two things which if they have not actually reduced our costs are most certainly preventing them from soaring out of sight.

1. We have been and are continuing to invest heavily in materials handling equipment and we are constantly searching for better machines and better ways of handling.

2. We are building new plants which, although they require high investment, will have low operating costs and a higher operating efficiency. •

(Resume Reading on Page 40)

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MIDWEST TERMINAL WAREHOUSE CO.

2020-30 Walnut Street, Kansas City 8, Mo.

Owned and Operated by the ST. LOUIS TERMINAL WAREHOUSE CO., ST. LOUIS, MO.

ST. LOUIS, MO.

DISTRIBUTORS WAREHOUSE

INCORPORATED

717 S. 13th St., St. Louis 3, Mo.

GENERAL MERCHANDISE STORAGE

Pool Car Distribution

Legal Liability Insurance

Low Insurance Rates

ADT Protection — Telephone Main 8371



ST. LOUIS, MO.

Keystone Warehousing Co.

1025 Spruce St., St. Louis 2, Mo.

**GENERAL MERCHANDISE
STORAGE**

POOL CAR DISTRIBUTION



Siding Terminal R. R. — Reciprocal
Switching — Bonded — Sprinklered —
210,000 Square Feet Centrally Located
in Wholesale and Jobbing District—
Low Insurance Rate.

Telephone CHESTNUT 8394

ST. LOUIS, MO.



for
conscientious
handling of
fine furniture

Agents for Allied Van Lines, Inc.

Ben Langan

Storage & Moving
5201 DELMAR BLVD., ST. LOUIS 8

COMPLETE:

Free from deficiency; entire; absolute; finished; to supply what is lacking. That's a complete definition of Long service. It covers every phase of modern warehousing and distribution as a matter of course.

S. N. LONG WAREHOUSE
ST. LOUIS... The City Surrounded by the United States

ST. LOUIS, MO.

Merchandise Storage and Distribution.

**RUTGER STREET
WAREHOUSE, INC.**

MAIN & RUTGER STS., ST. LOUIS 4

A.D.T. Burglar & Sprinkler Alarms.
200,000 Sq. Feet of Space

BONDED

Low Insurance

Track Connections with All
Rail and River Lines

Offices:

New York
MUrray Hill 9-7645

Chicago
RAndolph 6-4457

Member



By Land and By Sea Service . . .

(Continued from Page 42)

trailers wide. As the first lane is unloading only, the second and third lanes are unloading and loading simultaneously, while the last lane is loading only. These two covered decks will hold approximately 200 trailers. The hold or Deck No. 4 will have movable ramps for vehicle loading and unloading via deck No. 3 for auxiliary vehicle storage. Deck-loading weights will be uniform.

The average conventional coastwise vessel holds about 5,000 tons (about

one trainload) and has five hatches. The McLean vessels will hold about 3,500 tons of net payload cargo.

56-Hour Saving

A conventional 5,000 ton, five-hatch ship must be loaded and unloaded through the hatches in sling loads. Complete loading and unloading by this conventional method consumes about 60 hours—two and one-half days. It is estimated that a McLean "Sea-Land" vessel will be loaded or

unloaded in about four hours. Tie-downs and bracing requirements aboard ship will probably limit the type to semi-trailers, however, reefers with auxiliary electrical power will be transported, McLean states.

Insurance Coverage

U. S. Coast Guard restrictions will apply to the nature of cargo transported, including dangerous articles. It is expected that ordinary motor carrier insurance with extended coverage will apply and sealed trailers will obviate inspection. A tariff is now in preparation, but has not been completed. Charges are expected to be

DISTRIBUTION AGE

For Shippers' Convenience, States, Cities

ST. LOUIS, MO.



"Serving industry
for twenty-six years"

**OVER 1,000,000 Sq. Ft.
of WAREHOUSE Space**

Located right in the midst of business

**Plus
FAST**

**and EFFICIENT DISTRIBUTION
in the ST. LOUIS AREA**

Complete Facilities

Pool car distribution
Reforwarding storage in transit
A.D.T. Alarms and sprinkler systems
Traffic and legal depts. Bonded employees



ST. LOUIS

TERMINAL WAREHOUSE CO.

General Offices • 826 Clark Ave. • St. Louis 2, Mo. • MAin 4927

CHICAGO OFFICE
53 West Jackson (4)
Harrison 7-3688

NEW YORK OFFICE
250 Park Avenue (17)
Plaza 3-1235

Member **AMERICAN WAREHOUSEMEN'S ASSOCIATION**

ST. LOUIS, MO.

Established 1912

NOTICE—To Traffic Managers

We specialize in storage of candies in our new automatic temperature and humidity controlled rooms.

As well as general warehousing and cold storage—also pool car distribution and forwarding—Insurance 16.2c. per \$100.00.

Tyler Warehouse & Cold Storage Co.
200 Dickson St. St. Louis, Mo.

Members: A.W.A.—Mo.W.A.—St.L.M.W.A.
St. Louis Chamber of Commerce

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and Firms are Arranged Alphabetically

SPRINGFIELD, MO. Agent: **ALLIED VAN LINES, Inc.**
GENERAL WAREHOUSE CORP.
 401 N. National Ave., Springfield, Mo. Phone 4-1855—TWX—5015
 MERCHANDISE AND HOUSEHOLD GOODS STORAGE
 POOL CAR DISTRIBUTION
We Specialize in Transit Storage
 Member AWA, NFWA, MOVA, ACV
 Chicago Office New York Office
 33 W. Jackson (4) Harrison 7-3688 250 Park Ave. (17) Plaza 3-1286

SULLIVAN'S
 ESTABLISHED 1885
MERCHANDISE STORAGE AND DISTRIBUTION
POOL CAR DISTRIBUTION
Excellent Storage IN TRANSIT POINT
RIGGING, HEAVY HAULING, MOVING, PACKING, STORING
Fleet of 40 Trucks
 Represented by Allied Distribution
 Agent—Aero Mayflower Transit Co.
 Member—American Warehouseman's Ass'n.



SULLIVAN'S
 ESTABLISHED 1885
 301 North 8th St. LINCOLN, NEBR. 311 W. 4th St. GRAND ISLAND, NEBR.

OMAHA, NEBR. **WAREHOUSING and DISTRIBUTION**
DEPENDABLE
 FAST, EFFICIENT
 MERCHANDISE WAREHOUSING
 Completely mechanized with Fork Lifts, Conveyors, Pallet Racks, and Pallet Exchange. Specializing in merchandise distribution, cartage service. 2 major railroad sidings — UP and CB&Q.
COMPLETE BRANCH HOUSE SERVICE
ALGER WAREHOUSE Co.
 619 Douglas St., OMAHA, NEBRASKA, Jackson 6135
 Member of Interlake Terminals, Inc.

OMAHA, NEBR. **FORD**
STORAGE & MOVING COMPANY
 1024 Dodge Street Omaha 2, Nebraska
 Omaha's most modern, centrally located warehouse. Fireproof construction—Fully sprinklered—Low insurance. Sidings on I.C. R.R. and U.P. R.R. U. S. Customs Bond. General Merchandise—Cooler Storage—Household Goods Storage. Also operate modern facilities in Council Bluffs, Iowa. Our own fleet of trucks for quick deliveries.
 Member of N. F. W. A. and A. W. A.
 Represented by ALLIED DISTRIBUTION INC.
 CHICAGO 4 301 S. MICHIGAN AVE. NEW YORK 10 WEST 110th ST. WATSON 1-1037 PLAZA 6-0951

OMAHA, NEBR. **GORDON**
STORAGE WAREHOUSES, INC.
 "Satisfactory Service Since 1887"
 Agt. Allied Van Lines, Inc.
 Modern sprinklered whse on trackage
 Mds. Stgo. & complete Dist. service
 Member of A.W.A. & N.F.W.A.
 1201 Jones St. JA: 3032

MANCHESTER, N. H. Make Our Warehouse Your Branch Office for Complete Service in New Hampshire
NASHUA, N. H. McLANE & TAYLOR
CONCORD, N. H. Bonded Storage Warehouses
 Offices 624 Willow St.
 "Crating Furniture Our Specialty"
 General Merchandise Storage and Distribution. Household Goods. Storage, Cold Storage, Unexcelled Facilities. Pool Car Distribution
 Direct R. R. Siding, Boston & Maine R. R.

differentially below all-land transportation.

The Piggy-Boat port facilities will be strategically located for easy access to arterial highways serving interior points. In this way, much of the savings in water transportation service will be made available to producing and consuming points hundreds of miles from the coast.

Successful Applications

Successful applications of the same principle are found in the operations which transport loaded rail cars between Edgewater, N. J., and Gulf and South Atlantic ports, and between West Palm Beach, Fla., and Cuba.

Permitting fully loaded semi-trailers to be driven directly on and off the ships, automatically eliminates the costly movement of individual carloads, truckloads or fork-lift truckloads to dockside for additional handling to stow the cargo aboard a conventional ship.

Six-Round Trips Per Week

The new ships are scheduled to call at one South Atlantic port, probably Wilmington, N. C., or Charleston, S. C., and two North Atlantic ports, New York and Providence, R. I. More ports-of-call will be added as the service is expanded.

Six round-trip sailings per week will be made between the Southern port and the two Northern ports. These sailings will be coordinated with the present movement of motor carrier traffic between the two areas of the Atlantic seaboard.

New dockside construction which will be required includes adjustable loading ramps, yard space for up to 1,000 trailers and other conventional truck terminal facilities.

Union Approved

The Teamster's Union has given full endorsement to the "Piggy-Boat Plan." Many long two-to-four day

runs of all-land units will be replaced by more desirable short runs under the new system. Drivers will, therefore, enjoy better working hours and have more free time to spend at home. Employment of drivers is expected to increase materially during the first year of operation of the new service.

The first step in this \$50 million co-ordinated water and land system with the acquisition, by McLean Trucking Co., of all the capital stock of S. C. Loveland Co., Inc., steamship and tug-and-barge water carrier serving all points along the Atlantic coast.

ICC Approval Sought

ICC approval of this new system and merger of the two companies will be the starting signal for immediate construction of the vessels. It is expected that service will be then inaugurated early in 1955.

(Resume Reading on Page 43)

ELIZABETH, N. J.

Lehigh Warehouse & Transportation Co.

Established 1934
Ralph Memoli
Manager
Incorporated
963 Newark Ave.
Tel.—Market 3-1630
FACILITIES—300,000 sq. ft. Reinf. concrete & Steel. Flr. 14. 250 lbs. Fireproof.
Auto. Fire & Burg.—ADT. Ins. \$167. Siding PRR. 30 cars. Shell. plat. 20 trks.
SERVICE FEATURES—Pool car dist. Co. oper. cartage serv. 52 trks. Off. & 6000.
Spec. for lease. Spec. in bldg. lgs. machinery & steel in lifts up to 4 1/2 tons. 1 pbl.
SR. Con.; Fabr. Type Elev.; Frt. Plat. Elev.; 5 Pbl. Trs. Mach.; 4 Elev. Plat. Trk.;
40 Plat. Tk.
MEMBER—A.W.A.; N. J. Mtr. Trk. Assoc.; Whse. Assoc. of N. Y.

JERSEY CITY, N. J.

J. LEO COOKE WAREHOUSE CORP.

140 BAY ST., JERSEY CITY 2, N. J.
Telephone (NY) Whitehall 3-5090-1-2
(NJ) Journal Square 2-5090-1-2-3
J. Leo Cooke, President
Established 1949. Investment over \$200,000.
FACILITIES—300,000 sq. ft. reinf. cons. and steel. Low ins. rate, watchman serv.
Fl. Ld. 250 lbs. Siding Pennsylvania RR. Also Erie RR., 12th & Provost Sts.,
Jersey City. Shell. plat. Spec. in food and products requiring protection from
dampness, dirt, heat or cold. Mod. mat. handling. Palletized. Eastern exp.;
North Pier Terminal Co., Chicago; National Terminals Corp., Cleveland; Indiana
Terminal & Refrigerating Co., Indianapolis. Member—A.W.A.

JERSEY CITY, N. J.

Lackawanna Warehouse Company

Established 1940
I. A. Miller, Manager
Incorporated
629 Grove St.
Tel.—(N.J.) Journal Sq. 3-3860, (N.Y.) Rector 3-2845
FACILITIES—1,072,883 sq. ft. Reinf. concrete & steel. Fireproof. Fire &
burg.—ADT. Int. \$64. Siding D.L.&W. RR. 52 cars. Shell. plat., 54 trucks.
Ceiling hgt. 8 1/2 ft. Elev. cop. 12,000 lbs.
SERVICE FEATURES—Pool car dist. Stgo. & off. space for lease. Co.
oper. cartage serv. 52 trks. SIT arrangements. 24 frt. plat. elev.; etc.
MEMBER—A.W.A.; N. J. Motor Truck Assoc.; Whse. Assoc. Port of N.Y.A.

JERSEY CITY, N. J.

In the New York-New Jersey Metropolitan Areas

WAREHOUSING—TRUCKING—DISTRIBUTION
Storage in Transit Local-Export-Import Pool Cars-Pool Truckload
12 car L.V. RR covered siding—45 truck Loading Dock, enclosed—
Mechanized Equipment—Palletized—Packing—Crating—Shipping.
REFRIGERATED TEMPERATURE CONTROLLED ROOMS—LIQUOR LICENSE

NORTH JERSEY WAREHOUSE COMPANY, INC.
480 Montgomery St. Jersey City 2, N. J.
N. Y. Phone: Whitehall 3-1587 TWX Service-JCy 3972 N. J. Phone: Henderson 2-4272

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"TOPS IN NEW JERSEY"

18 floors of modern fireproof,
sprinklered warehouse space.
250,000 square feet, low insurance
rates, centrally located
in downtown Newark.

GENERAL MERCHANDISE
stored, distributed

HOUSEHOLD GOODS
packed, moved, stored or shipped
ANYWHERE in U. S. or
abroad.

FEDERAL STORAGE WAREHOUSES

155 WASHINGTON ST. • NEWARK 2, NEW JERSEY

NEWARK, N. J.

Lehigh Warehouse & Transportation Co.

Established 1919
A. F. Christiano
Manager
Incorporated
98 Frelinghuysen Ave.
Tel.—(N.J.) Bigelow 3-7296
(N.Y.) Rector 3-3338
FACILITIES—250,000 sq. ft. Reinf. concrete & Steel. Fireproof. Auto. Fire & Burg.
—ADT. Ins. \$104 Flr. 14. 250 lbs. Siding Lehigh Valley, 15 cars. Reinf. with
with PRR. Shell. plat. 20 trks.
SERVICE FEATURES—Co. oper. cartage, 52 trks. Spec. in food, liquors, elec.
applcs. 2 grav. rel. con.; 8 frt. elev.; 120 plat. tk.; 14 hand tk.
MEMBER—A.W.A.; N. J. Motor Trk. Assoc.; Whse. Assoc. N. Y.

PORT NEWARK, N. J.

Lehigh Warehouse & Transportation Co. Inc.

Agents for the Port of New York Authority
Established 1948
R. Memoli
Manager
Building 5
Foot of Doremus Ave.
Tel.—Market 3-7463
FACILITIES—200,000 sq. ft. Reinf. concrete & steel. Fireproof. Sprinkler sys.
watchman ADT supervised. Private RR siding 13 cars PRR, CNJ, LV, shell. plat.
30 trks. Deep water berth to 35'.
SERVICE FEATURES—U. S. Customs bonded. 2—25 ton cranes. S.I.T. Pool Car
dist. Co. oper. cartage serv. 52 trks.
MEMBER—A.W.A.; N. J. Motor Trk. Ass'n; Whse. Ass'n N.Y.

Perfect Shipping . . .

(Continued from Page 41)

its safe carriage. He is careful to make sure that packages are properly marked when such is required. He follows this same course of procedure, also with regard to handling merchandise by truck.

When shipments are unloaded at the warehouse from rail cars or trucks, he continually is on the lookout to determine the condition of the car, how it is braced, whether it was loaded properly, whether there were any damages in the car and the reasons. This same procedure is followed when unloading trucks.

His caution is established by the fact that when he receives merchandise, he must submit to his customers a warehouse receipt which reflects the condition of the merchandise received, merchandise for which he must be responsible.

Warehouse Liability

If he does not account for damaged merchandise when it is received, he assumes a liability for such damaged merchandise when it is ready to be delivered to customers. He is the agent of each client and therefore must exert every effort to protect the client's interest equally with his own.

By the same token, if he shipped for his customer damaged merchandise, or load conveyances improper or negligently, he is called upon to defend his position, which he may not be able to do if he had not followed recommended or experienced procedures as to marking and loading methods.

The warehouseman tries to educate those in his organization who are involved in the actual physical handling of merchandise. He is seeking their ideas and recommendations to bring about better results. This same kind of education is vitally needed by all those interested in eliminating economic waste.

See You In Florida

From every indication, this year's Annual Convention of the American Warehousemen's Association will be the best ever. The date is April 25-27. The place is Boca Raton, Fla. See you there.

I urge a closer working arrangement between the public warehousing industry and the AAR, the ATA, the SIPMHE, the NASB, and other interested groups. We should exchange our ideas as to improve shipping methods in order that more perfect shipping can be accomplished.

There is no doubt in my mind that modern materials handling methods, within public warehouses, plants and terminals, will help to reduce damage to merchandise.

I am also convinced that modern materials handling methods used in the transportation of freight to and from cars, or to and from trucks, will also help to reduce damage.

I think the loading and unloading of cars and trucks will require, however, careful attention as well as the bracing of shipments, marking of packages, and design of packages.

While there are other reasons as to cause of loss and damage to freight, such reasons in my opinion are not in the province of a shipper or a receiver. These are operating problems beyond our control which rest with the carriers. I do wish to mention, however, my conviction that any deficiencies existing in a carrier's operations (beyond our control) should be dealt with on a grass-roots level by that carrier. •

(Resume Reading on Page 41)

DISTRIBUTION AGE

and Firms are Arranged Alphabetically

HOUSTON, TEXAS

BENJ. S. HURWITZ, Pres.

WESTHEIMER Transfer and Storage Co., Inc.

2205 McKinney Ave., Houston 1

Since 1883

Merchandise & Household Goods Storage—Pool Car Distribution—
Lift Van Service—28 car lengths of truckage.
Warehouses—A.D.T. Automatic Fire and Burglary Protection
Agent for Allied Van Lines, Inc. Members N.F.W.A. State and Local Assn.

SAN ANTONIO, TEXAS

Gillis-Hood Terminal Warehouses, Inc.

(Formerly Huggs-Jessell Warehouse Co.)

1432-34 So. Alamo St., San Antonio 7

P. O. BOX 4415, STA. A

Merchandise Storage and Distribution
Private Siding. Free Switching
Member of SWA

SAN ANTONIO, TEXAS

MERCHANTS TRANSFER & STORAGE CO.

Merchants & Transfer Sts., San Antonio 6

Complete Storage and Distribution Service

Over 50 years of satisfactory service
Member of A.W.A.—N.F.W.A.—S.W.A.

SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

Scobey Fireproof Storage Co.

315 No. Medina St., San Antonio 7

HOUSEHOLD — MER-
CHANDISE — COLD
STORAGE—CARTAGE
DISTRIBUTION
INSURANCE RATE - - - 10c
Member of 4 Leading Associations

SAN ANTONIO, TEXAS

Security Bonded Warehousing Co.

301 North Medina St. San Antonio 7

P. O. BOX 4415, STA. A

Merchandise Storage and Distribution
Private Siding—Free Switching
Member of SWA—S.A.M.C.

SAN ANTONIO, TEXAS

SOUTHERN TRANSFER & STORAGE CO.

P. O. BOX 4007, STA. A, SAN ANTONIO 7

Specialists in Merchandise Distribution
FIREPROOF CONSTRUCTION
BONDED STORAGE

Represented by

CHICAGO 1
201 S. WICKHAM AVE.
WA BuX 5-2337

NEW YORK 10
10 WEST 40TH ST.
TE Bu 5-0903

WICHITA FALLS, TEXAS

POOL CAR DISTRIBUTION

Since 1920

Spot stocks of Grocer Lines a Specialty

TARRY WAREHOUSE & STORAGE CO.

Wichita Falls, Texas

Members: SWATA—NFWA—AVL

OGDEN, UTAH

MEMBER OF A.W.A.

WESTERN GATEWAY STORAGE CO.

GENERAL WAREHOUSING

POOL CAR DISTRIBUTION

MERCHANDISE AND COLD STORAGE

SALT LAKE CITY, UTAH

CENTRAL WAREHOUSE

520 West 2nd South St., Salt Lake City 1

Fireproof

Sprinklered

Merchandise Storage

Pool Car Distribution

Office Facilities

Member A.W.A.

NORFOLK, VA.

Household • Automobile Storage • Merchandise

NEW-BELL STORAGE CORPORATION

22nd St. & Monticello Ave.

NORFOLK 10, VIRGINIA

MODERN SPRINKLER EQUIPPED WAREHOUSE

50,000 SQUARE FEET PRIVATE RAIL SIDING

Lowest Insurance Rate in Norfolk. Pool Car Distribution

WE SPECIALIZE IN MERCHANDISE STORAGE

AND DISTRIBUTION

AGENTS AERO MAYFLOWER TRANSIT COMPANY

Member M.W.A. & A.T.A.

NORFOLK, VA.

Fine Warehousing Since 1911

Security Storage and Van Co.

500-530 FRONT STREET

COLLECTIONS • POOL CARS • DISTRIBUTION

MOTOR VAN AND LIFT VAN SERVICE

Member—Nat'l. F.W.A.—Allied Van Lines

NORFOLK, VA.

Established 1892

SOUTHGATE STORAGE COMPANY

239 Tazewell St., Norfolk 10



MEMBER:
A.W.A.
N.F.W.A.
U.S.W.A.
U.S.C. & O.

For economical storage and distribution
you will want to know more about our
individualized services. Our fireproof
warehouses are in the Southgate Ter-
minal, on the waterfront and in the
center of Norfolk's wholesale district.
Served by all rail, water and motor lines.

Write for Booklet—"7 POINT DISTRIBUTION"

RICHMOND, VA.

76 Years of Uninterrupted and Expert Service

BROOKS TRANSFER & STORAGE CO., Inc.

1224 W. Broad St., Richmond, Va.



MERCHANDISE Warehousing and distribu-
tion. Private railroad siding. Pool car dis-
tribution. Freight truck line.

HOUSEHOLD GOODS stored, packed and
shipped. Motor van service to all states.



- 810,000 cu. ft. storage space
- Three storage warehouses
- Low insurance rates

RICHMOND, VA.

VIRGINIA BONDED WAREHOUSE & TRANSPORTATION CO.

1709 East Cary Street—Richmond, Va.

Storage space 160,000 square feet, completely modernized. Mechanical
materials handling equipment. 8-car siding Southern Railway. 8-truck
platform. Pool car distribution. Lighg cartage services. Sprinkler pro-
tected; ADT Watchman controlled.

OPERATED BY LEHIGH WAREHOUSE & TRANSPORTATION CO.

NEWARK • JERSEY CITY • BROOKLYN • ELIZABETH • PORT NEWARK • RICHMOND, VA.

ROANOKE, VA.Agent: *Allied Van Lines, Inc.***PITZER TRANSFER, STORAGE & FUEL CORP.**

403-411 W. Salem Ave., Roanoke 5

Capacity 500 Cars
Private RR Siding
Automatic Sprinkler
Accurate AccountingWe make a specialty of
Storage and Pool Car Dis-
tribution for Agents, Brokers
and General Merchandise
Houses.

Represented by: American Chain of Warehouses, Inc.

SEATTLE, WASH.**EYRES TRANSFER & WAREHOUSE CO.**

2203 First Ave., So., Seattle 4

Cartage — Distribution — Storage

Highest financial rating; new fireproof, A.D.T. sprinklered
buildings; lowest insurance rate (10.2c); modern equipment.**SEATTLE, WASH.***Seattle's One-Stop Warehousing Service!*Merchandise Storage
Distribution and Cartage**SEATTLE TERMINALS, Inc.**

Executive Offices: 3440 E. Marginal Way, Seattle 4

SEATTLE, WASH.

Announcing expanded service

SEATTLE TRANSFER CO.2250 Occidental Avenue
Lloyd Transfer Co. Standard Warehouse Co.
Pool Car Division Storage Division

Affiliated with:

PACIFIC NORTHWEST WAREHOUSES, Inc.Portland Eugene Klamath Falls Medford Salem
Seattle Spokane Tacoma Bellingham
Boise Butte**SEATTLE, WASH.**

Lloyd X. Cedar, Pres. Ellis L. Cedar, Secy.-Treas.

SYSTEM Transfer & Storage Co.

Established 1919

2601-11 Second Avenue, Seattle 1

Complete Drayage, Storage and
Distribution Service

"System Service Satisfies"

Member—A.W.A.—W.S.W.A.—S.T.O.A.

SEATTLE, WASH.**TAYLOR-EDWARDS
WAREHOUSE & TRANSFER CO., INC.**

1020 Fourth Avenue South

Seattle 4

WAREHOUSING • DISTRIBUTION • TRUCKING

Represented By
DISTRIBUTION SERVICE, INC.
New York—Chicago—San Francisco**Within the Law**

(Continued from Page 65)

For example, in *C. . . . Bank v. A. . . . Warehouse Co.*, 96 S. W. 997, the testimony showed that a person found several valuable warehouse receipts. He presented the receipts to the warehouseman, who delivered the goods to him although the receipts were not endorsed.

Later the owner of the receipts discovered that he had lost them and on learning that the warehouseman had given up possession of the goods he sued to recover the value of the goods. In holding the warehouseman liable, the court said:

"A thief who finds a receipt can give no more title to a purchaser from him, than he could to property which he had found or stolen . . . This is the law even where the lost receipt had been endorsed in blank by the owner. How clear it is that the finder of an unendorsed receipt, which on its face shows the name of the true owner, cannot by selling or surrendering such receipt transfer the title of the owner."

Also, the courts hold that a person who finds or steals a warehouse receipt, which is endorsed in blank, cannot get good title to the goods although he writes his name in the blank space. (*S. . . .*, 101 U. S. 557.)

Always a warehouseman is justified in refusing to surrender stored merchandise until the issued negotiable receipt is presented. The same relative law is applicable to common carriers.

For illustration, in *B. . . . v. A. . . .*, 96 So. 505, it was shown that a warehouseman accepted goods from a carrier for storage, and delivered

a non-negotiable warehouse receipt to the owner of the merchandise. Without knowledge of the warehouseman the holder of the receipt sold and transferred it to a man named B. . . . Soon afterward the original owner of the merchandise demanded, and received, from the warehouseman a negotiable receipt for the same merchandise. Later B. . . . presented his non-negotiable receipt for delivery of the goods, the warehouseman refused to deliver the merchandise. B. . . . sued the warehouseman to recover the full value of the goods.

The higher court promptly held the warehouseman not liable because: first, a non-negotiable warehouse receipt is not transferable, and a warehouseman never is liable where he delivers stored goods to the real and lawful owner without demanding the receipt, and second, a warehouseman may without liability issue a negotiable warehouse receipt to the owner of stored goods without demanding return or presentation of the non-negotiable warehouse receipt.

**Is a company responsible for
acts, promises, contracts, etc.
made by employees?**

Recently I received a letter from a reader in part, as follows: "During the past few years in our business of distributing merchandise we have had some suits involving employees, particularly where a customer assumes that an employee has authority to obligate our company by contracts, both written and verbal, when in fact the

employee is not so authorized. Now, we have another controversy where an ordinary shipping clerk O.K.'d a customer's delivery and then had a fight with the customer. Please give me information as to how I can determine whether our company actually is responsible for acts, promises, contracts and guarantees, made by our employees."

It is quite generally held by the higher courts that where a warehouseman puts the management of his business or a department thereof in the hands of an employee, or manager, the warehouseman is responsible for the contracts, promises, injurious acts, etc., of such employee, if committed within the scope of the warehouse business. This law is applicable although the manager makes a contract or inflicted the injury through lack of discretion or judgment, or loss of temper occasioned by the circumstances of the occasion. Therefore, if an indiscreet or incompetent agent, or one of violent temperament is employed, the warehouseman may be liable for any injuries which he inflicts to patrons.

Moreover, a warehouseman is liable to patrons for frauds, deceits, concealments, misrepresentations, torts, negligences, and other misfeasances and omissions of duty of his manager in the course of his employment, although the warehouseman did not authorize, or justify, or participate in, or indeed, know of such misconduct, or even if he forbade them, or disapproved of them. This rule is founded on public policy and convenience, since by no other legal rule could there be any safety to third persons in their dealings, either directly with the principals, or indirectly with them

(Please Turn to Page 98)

and Firms are Arranged Alphabetically

SPOKANE, WASH.

P. C. HINTON, Owner

RIVERSIDE WAREHOUSES, INC.

E. 41 Gray Avenue, Spokane 8

Telephone, Office and Stenographic Service

Specialize in serving food and related industries; pool car distribution. 44 trucks and tractors with semi-trailers. New 49,000 ft. modern warehouse, equipped with forklift tractors.

CHICAGO 4
301 S. MICHIGAN AVE.
WALSH 1-1317

ALLIED DISTRIBUTION INC.

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Within the Law

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through employees. Obviously, however, these established rules of the law do not apply to common employees who are employed to perform specific duties not related to or connected with the injury or contract or business deal upon which a suit against a warehouseman is based.

The latest case involving an injury to a patron inflicted by a manager is *N— v. G—*, 154 S. E. 769. In this case the testimony proved that the manager had struck a patron while arguing over money which the manager claimed was due his employer. The injured patron sued for \$7,500.

It was contended by the employer that the manager was not acting within the scope of his authority or duties when he committed the assault. It was pointed out that he had no power or authority, and it was no part of his duties to make collections. However, since he was admitted to be the manager, the higher court upheld the jury's decision which held the employer liable.

Therefore, it is quite apparent that the courts hold employers fully liable for all acts, contracts, promises, etc., made by managers of the business. However, the employer is not liable for injuries or contracts made by ordinary employees who have no special authority.

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